



ilc Conference Call FY2023

DISCLAIMER

Forward-looking statements are based on the beliefs and assumptions of ILC's management, and on information currently available. They involve risks and uncertainties because they relate to future events and therefore depend on circumstances that may or may not occur in the future.

Investors should understand that economic circumstances, industry conditions and other operating factors could also affect the future results of ILC and could cause results to differ materially from those expressed in such forward-looking statements.

- **IR Contact:**

Gustavo Maturana (gmaturana@ilcinversiones.cl, +56 2 2477 4680)

Francisca Arroyo (farroyo@ilcinversiones.cl, +56 2 2477 4683)

www.ilcinversiones.cl

AGENDA



1

2023 Milestones & Consolidated Results

2

Zoom-in by Division

3

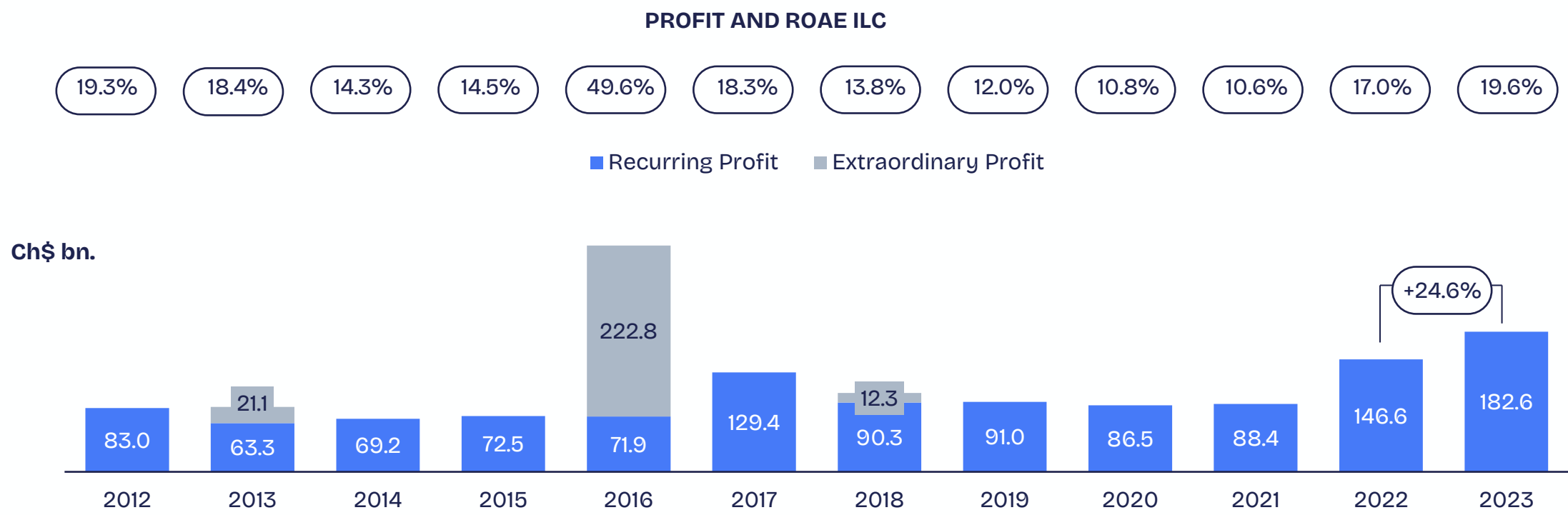
ILC's Financial Position

4

Wrap-Up and Conclusions

Chapter 01 | 2023 Milestones & Consolidated Results

CONSISTENT RETURNS OVER TIME

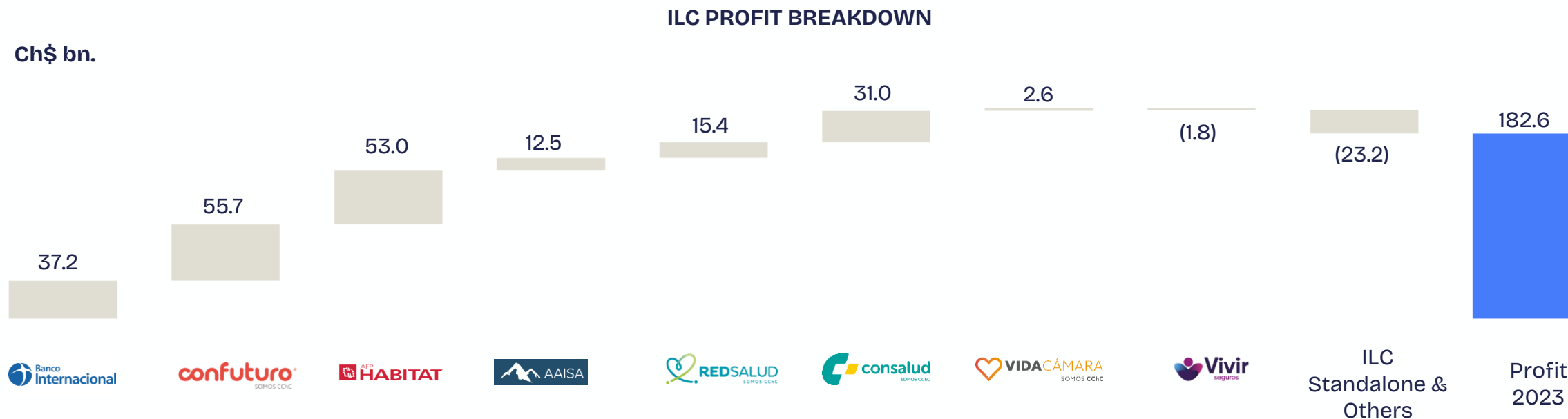


2012 – 2016: Consolidation

2017 – 2022: Growth, Diversification and Turnaround

Source: ILC

2023 MILESTONES & CONSOLIDATED RESULTS



2023 Milestones:



- Acquisition of 51% of the shares of Autofin S.A.
- Capital increase of Ch\$25 bn.



- Alliance with Cleveland Clinic
- On-track on Network Model Strategy



- Recovery of Annuity Market
- Alternative Asset Portfolio Maturity



- Development of Individual Products
- Beneficiaries grew by 33%



- Continuing its International Restructuring Process
- Branding process in alliance with Prudential (Chile & Peru)



- Lower loss ratio (85.1% vs 89.3%)
- Beneficiaries decreased by 20%

NEXT PHASE: GROWTH IN FINANCIAL BUSINESS



Business Consolidation

2012 — 2016



Growth, Diversification and Turnarounds

2017 — 2022



Growth in financial business

2023 — 2027



Foundation (2012)



Acquisition (2013)



Acquisition (2015)



Acquisition (2016)



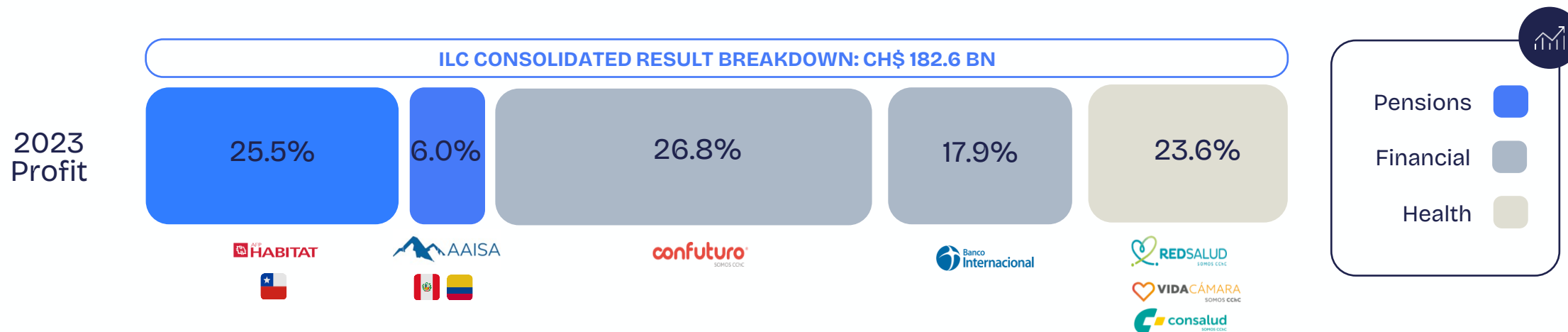
Increase of stake



Divestment



VALUE GENERATION BLOCKS



CHANGE IN OUR PORTFOLIO STRATEGY FROM AN EQUALLY WEIGHTED STRATEGY TO A NEW FOCUS



Chapter 02 | Zoom-in by Division



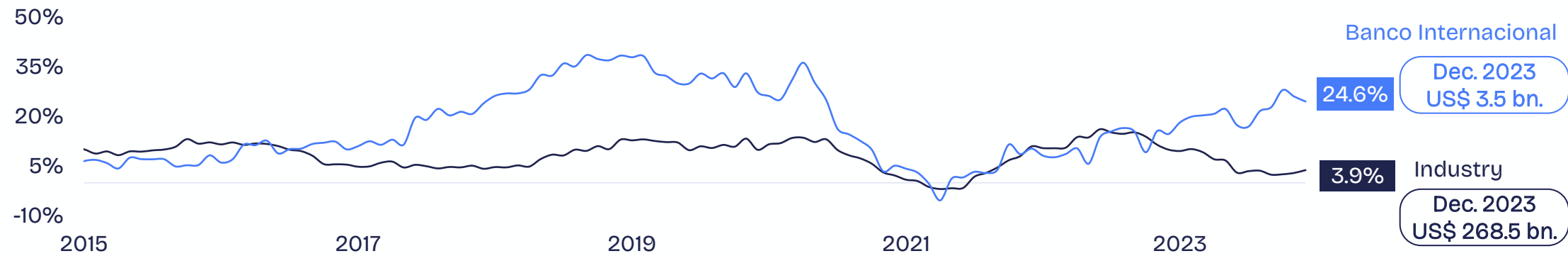
Banking



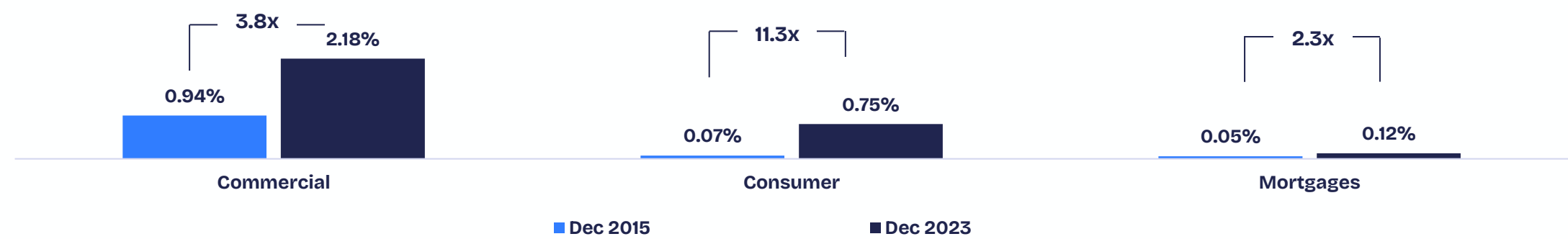
OUTPACING THE INDUSTRY WITH ROOM TO GROW



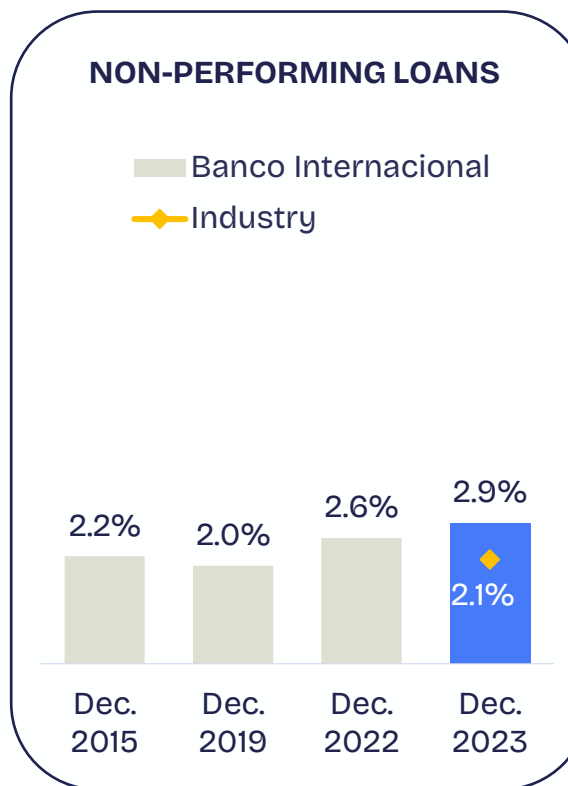
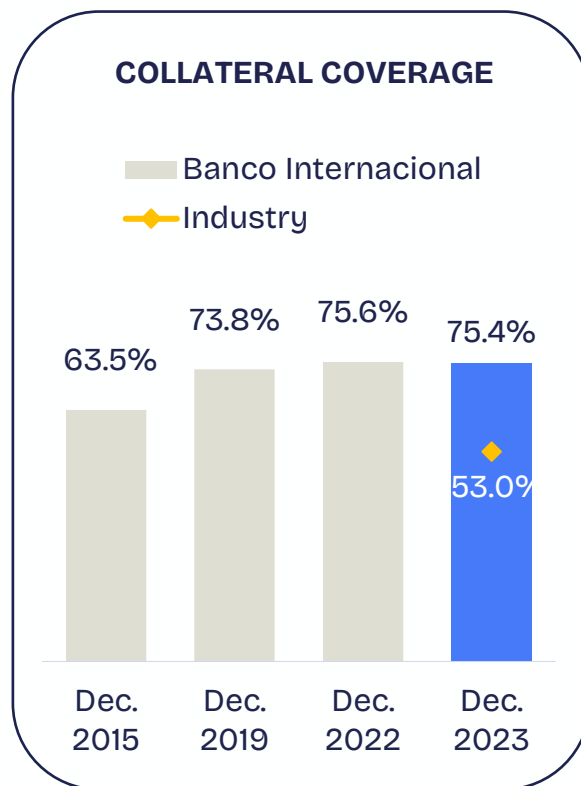
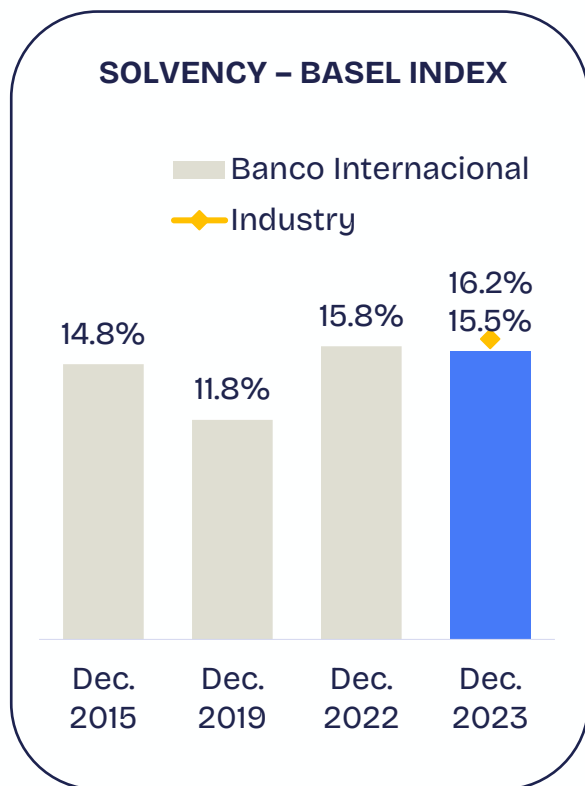
TOTAL LOANS YOY GROWTH



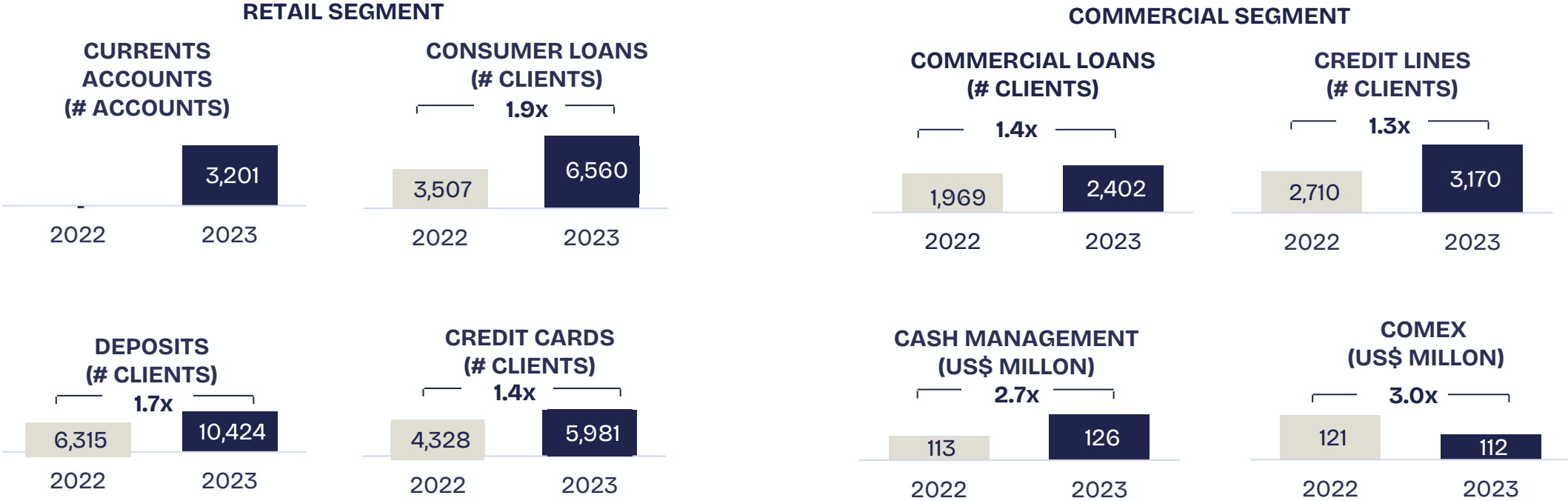
MARKET SHARE BY SEGMENT



PRUDENT RISK MANAGEMENT POLICIES HAVE SUPPORTED CONSISTENT RATING UPGRADES



DEVELOPING THE FUTURE BANK THROUGH INNOVATIVE DIGITAL PRODUCTS

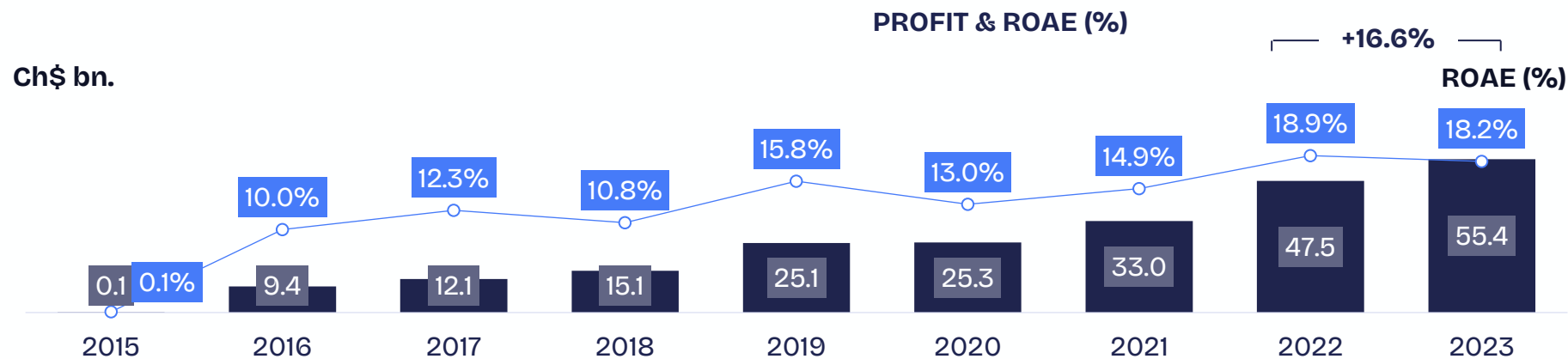
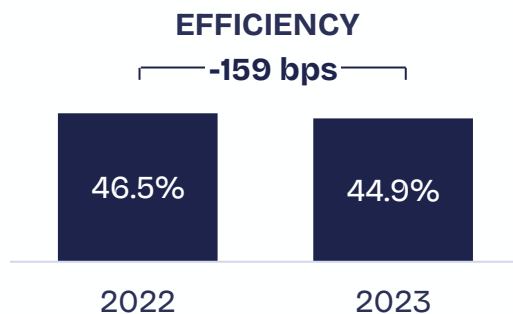
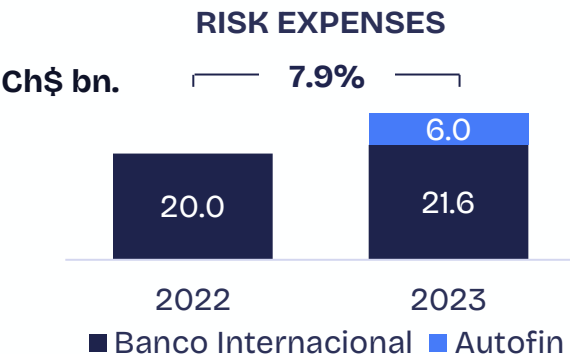
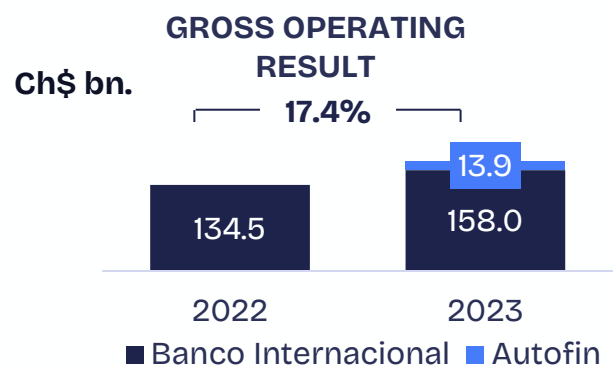


- In 2021, we launched 3 innovative digital products for the Chilean market: **Time deposits for new clients, Consumer loans for new clients and Commercial loans for existing clients**
- **During 2023** we expanded our Retail Banking product offer by launching our **digital onboarding**, which allows clients access to a **virtual current account, as well as credit and debit cards**
- **Developed in-house** and feature **100% online** onboarding and secure digital signature, **marking a first for the Chilean market**

Source: CMF, Banco Internacional

SUSTAINED GROWTH IN PROFITABILITY

MAIN FIGURES 2023 VS 2022



MAIN HIGHLIGHTS 2023:

- Growth in Loans (24.6%) Organically and Inorganically
- Consolidation of Autofin
- Prudent Risk Management Policies
- Better Efficiency
- Sustained Growth in Profitability

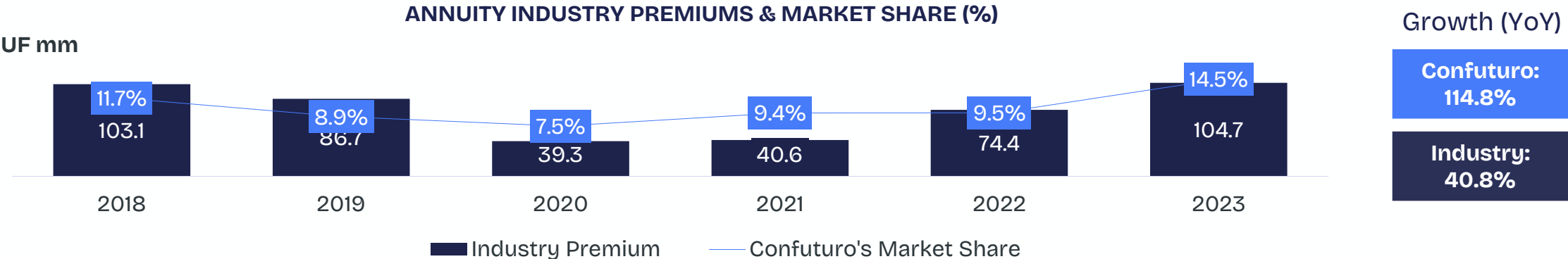
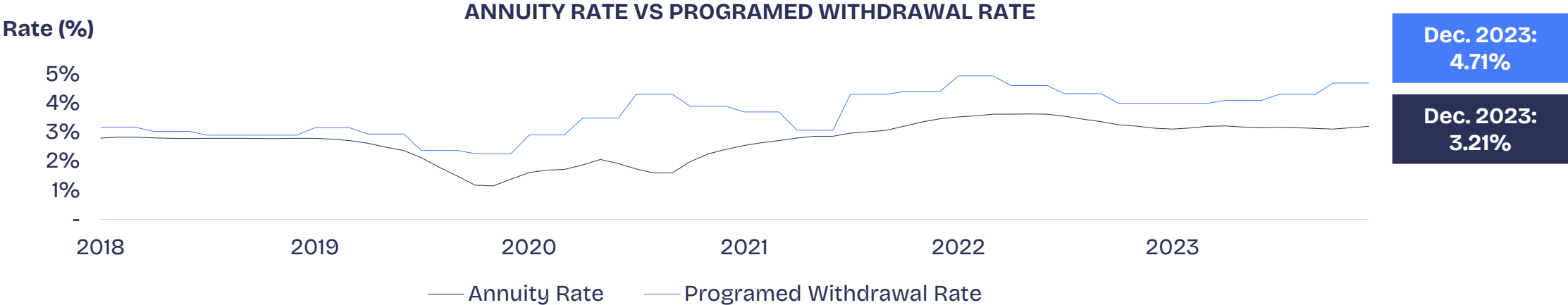
Source: CMF, Banco Internacional

Annuities

confuturo
SOMOS CChC



RECOVERY OF THE ANNUITY INDUSTRY



Growth (YoY)

Confuturo:
114.8%

Industry:
40.8%

Industry Changes

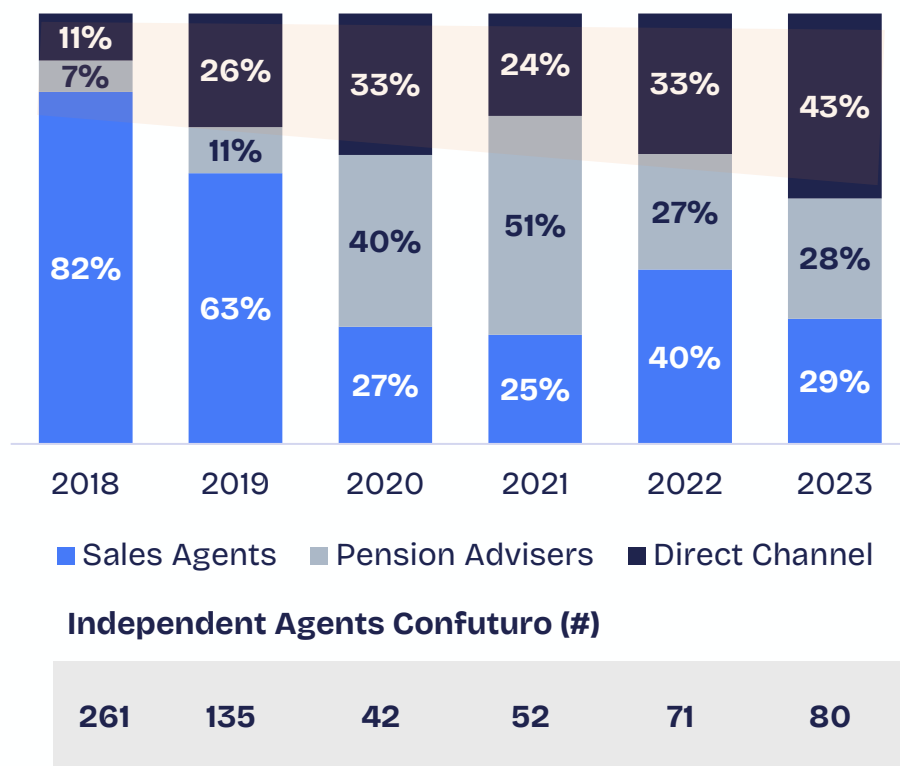
January 2022:
Universal Guaranteed Pension (PGU): reduces the eligibility requirement for Annuities

September 2022:
New Product: Scaled Annuity

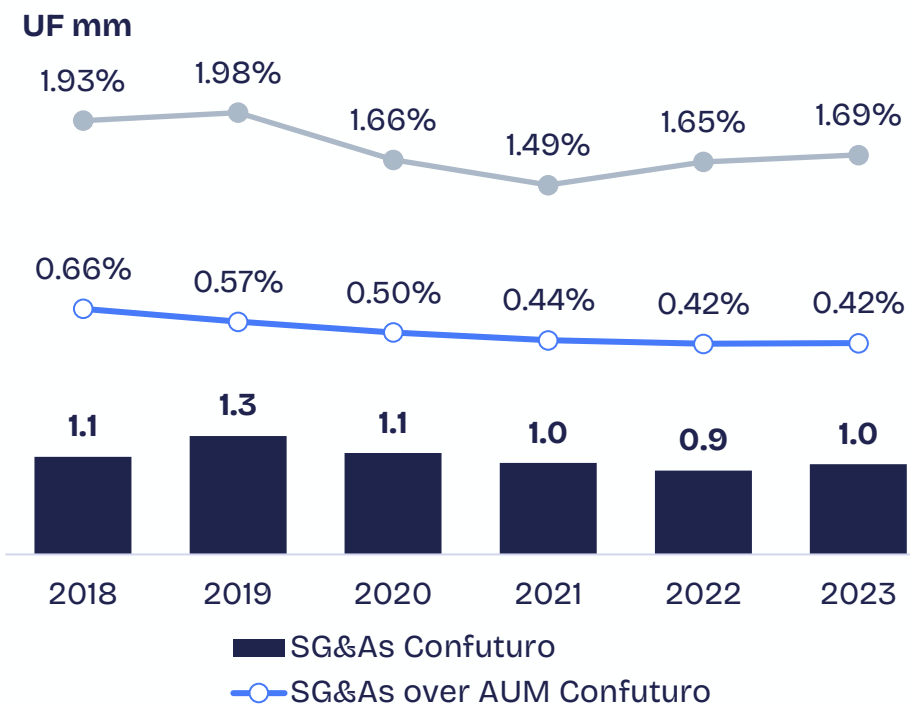
Source: CMF, Confuturo

A FLEXIBLE SALES CHANNEL STRATEGY AND COST EFFICIENCY

ANNUITIES SOLD BY CHANNEL



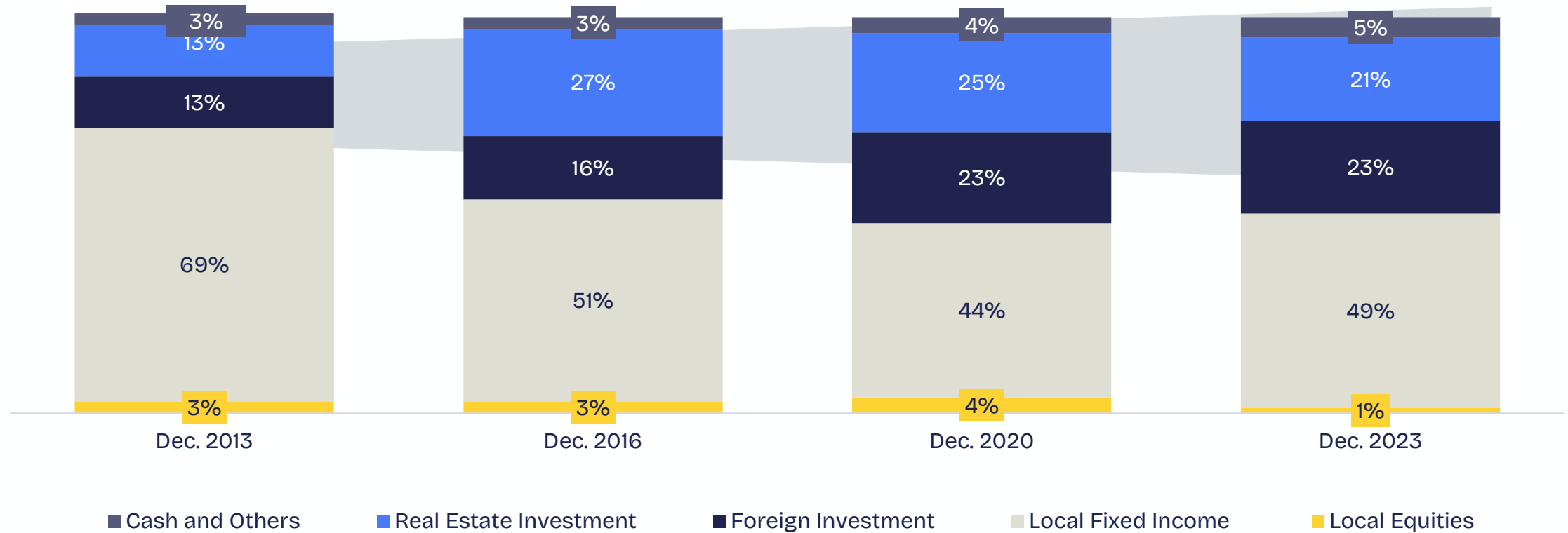
SG&A AND SG&A OVER AUM



Decrease in expenses despite the strengthening of compliance, audit and risk areas

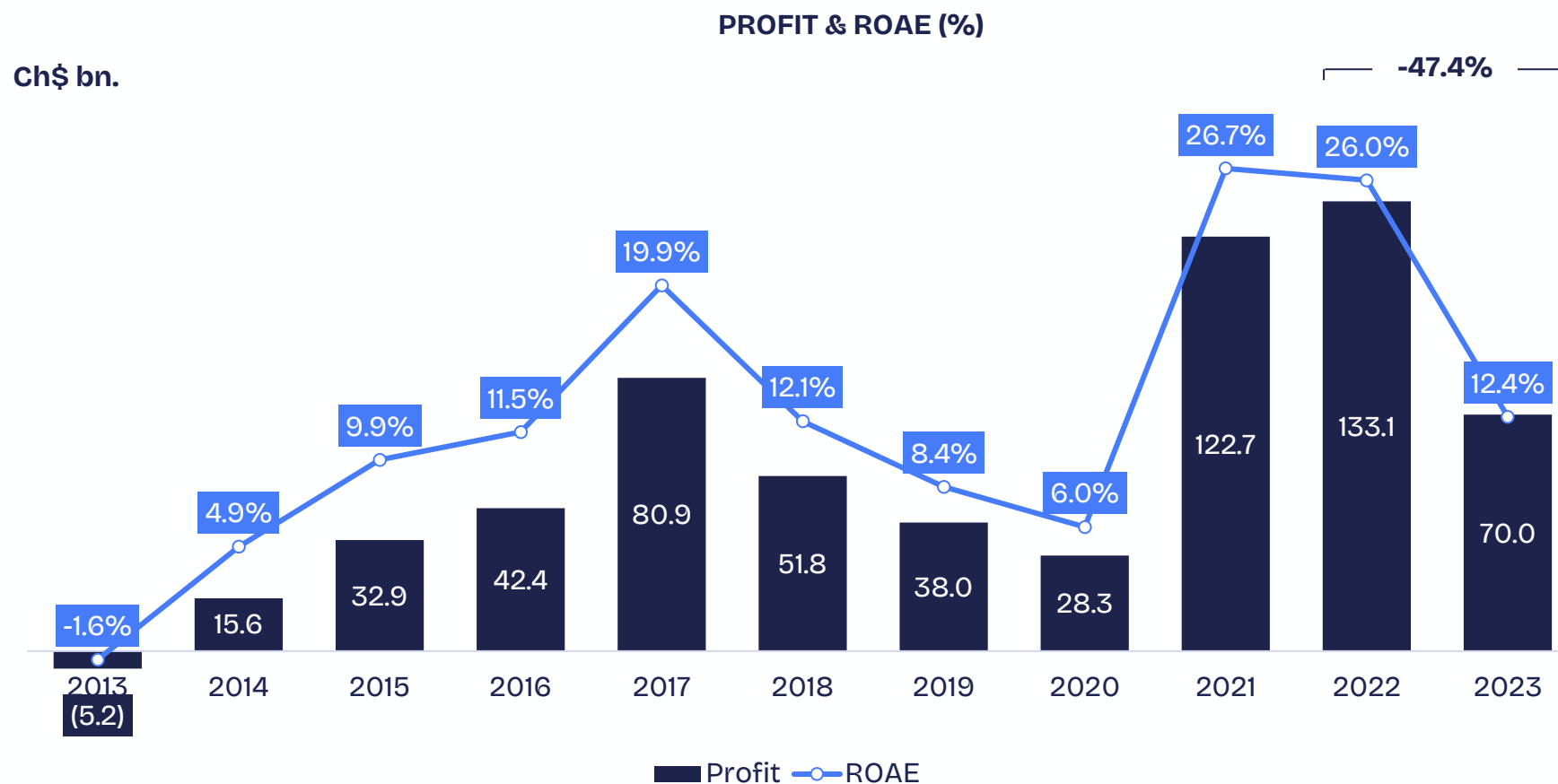
LOWER INVESTMENT RETURNS PRIMARILY ATTRIBUTED TO A WEAKER PERFORMANCE IN FOREIGN INVESTMENT FUNDS ^{ilc}

CHANGES IN THE INVESTMENT PORTFOLIO



Source: CMF, Confuturo

LOWER RESULTS PRIMARILY ATTRIBUTED TO A HIGH HISTORICAL COMPARISON BASE



MAIN HIGHLIGHTS 2023:

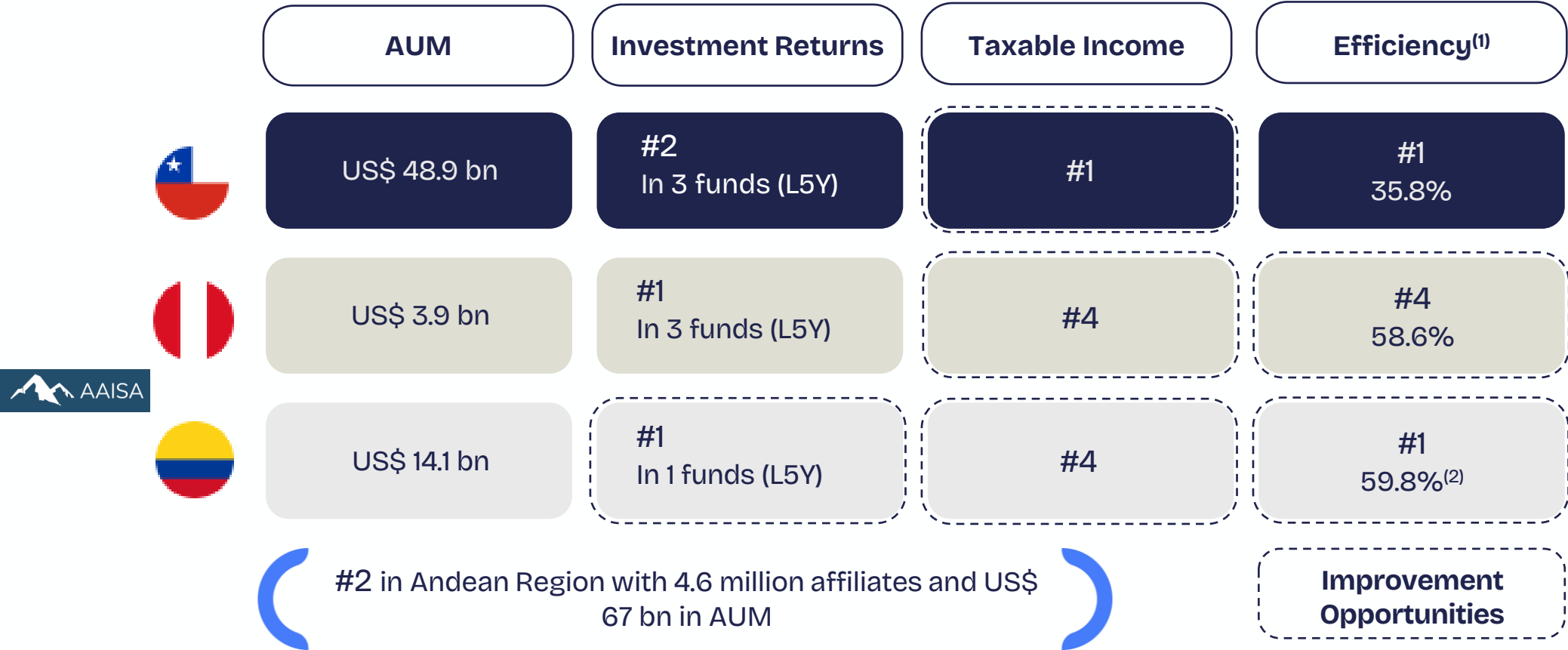
- Growth in Annuity Premiums: 114.8% increase
- Focus on efficiency
- Lower performance of foreign investment funds
- Continuing focus on alternative investments and diversification



Pensions

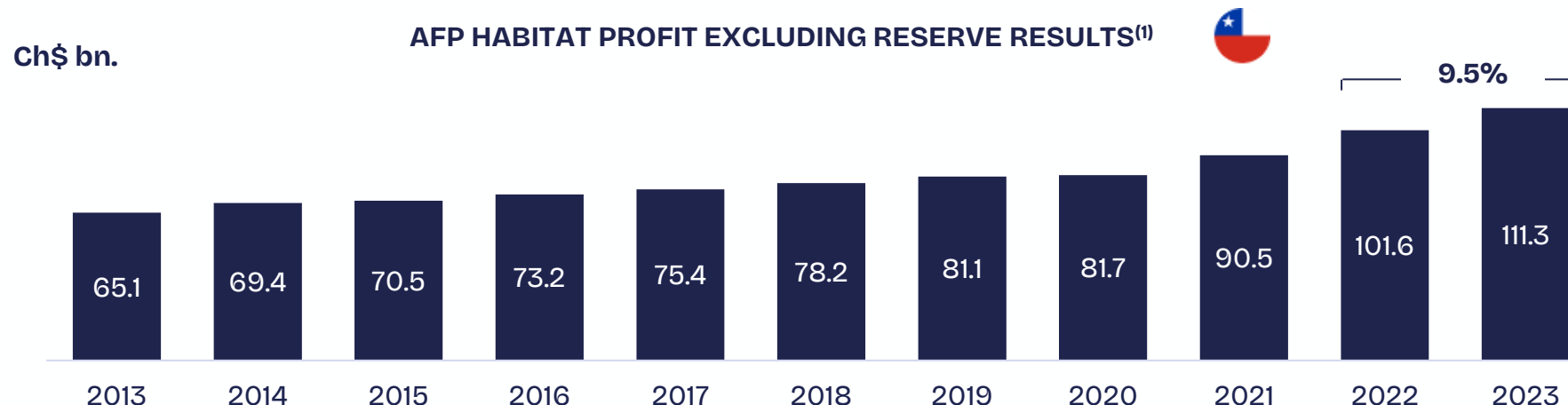
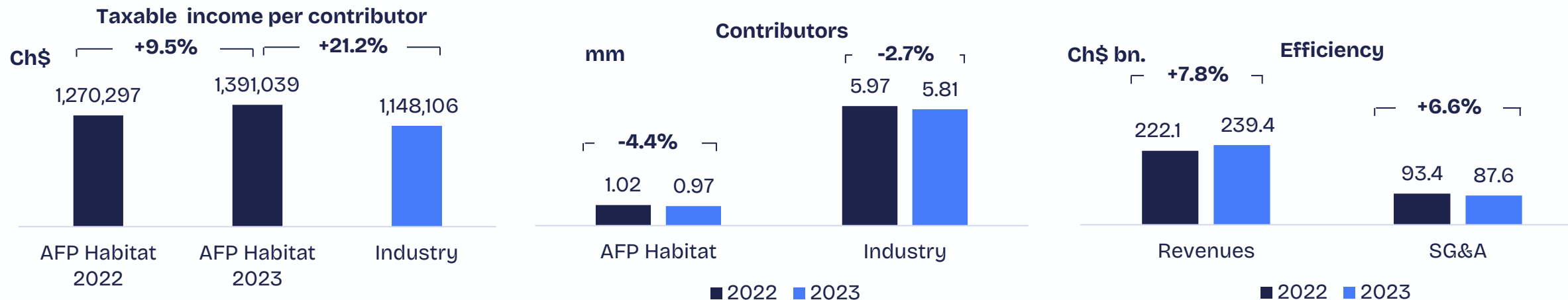


CONSOLIDATING A RETURNS AND EFFICIENCY REGIONAL MODEL



FX: COP/USD 4,000; SOL/USD 3.8; CLP/USD 950
 (1) Expense/Revenues
 (2) Colombia figures as of Sept-23
 Source: Superrintendencia de Pensiones de Chile, Superintendencia de Banca Seguros y AFP de Perú, Superintendencia Financiera de Colombia

IMPROVED RESULTS IN LINE WITH THE INCREASE IN THE AVERAGE TAXABLE INCOME

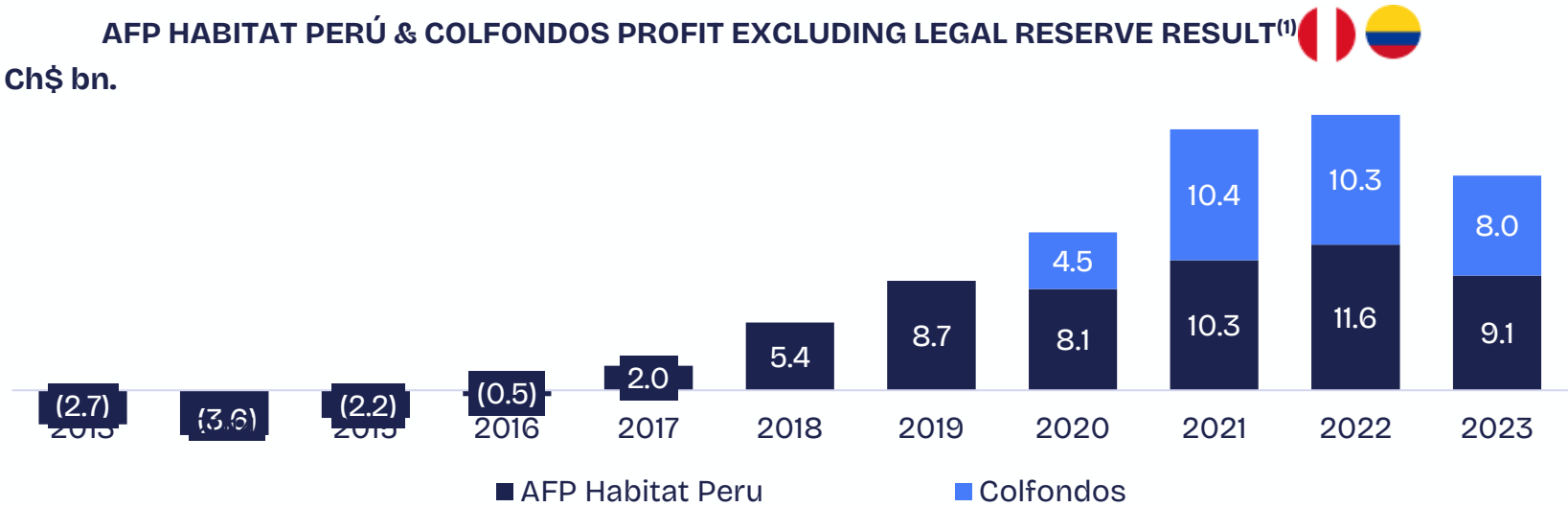
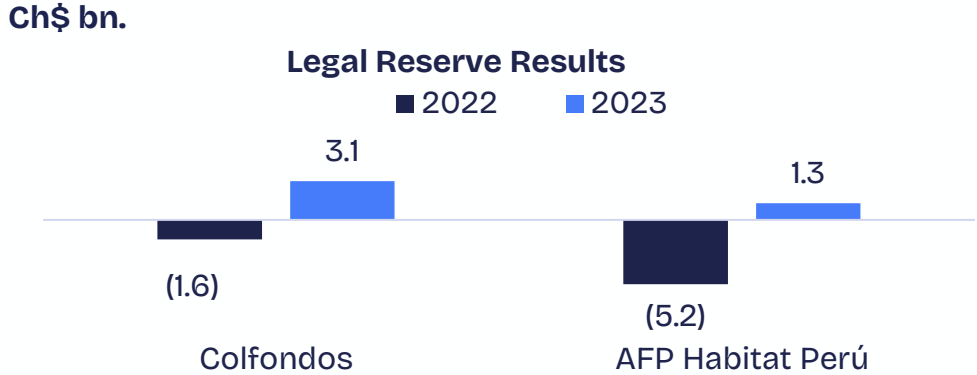
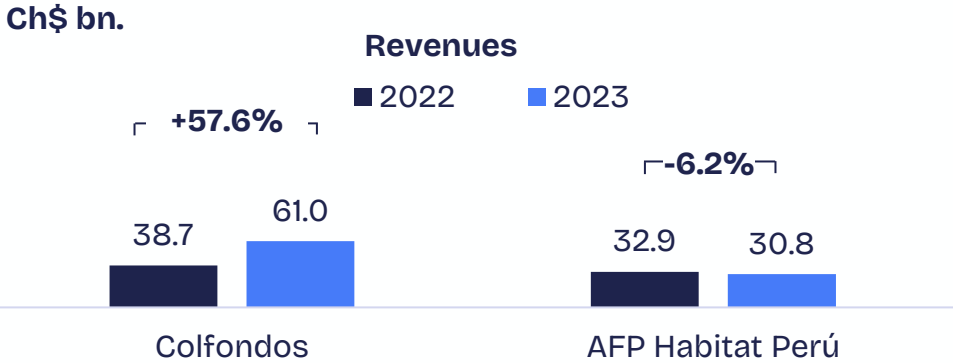


MAIN HIGHLIGHTS 2023:

- Higher commission income as a result of a rise in taxable income per contributor
- 4.4% decrease in the number of contributors
- Focus on efficiency
- Better performance of legal reserves

(1) Excludes legal reserve result, non-operating income/expenses, income from affiliated companies and taxes on other businesses
Source: Superintendencia de Pensiones

LOWER RESULTS IN PERU DUE TO WITHDRAWALS, A CHANGE IN FEE SCHEME AND IN COLOMBIA DUE TO HIGHER LEGAL COSTS



MAIN HIGHLIGHTS 2023:

Colfondos:

- D&S cost decrease by 20 bps
- Higher SG&A due to higher legal costs
- Better performance of Legal Reserves

AFP Habitat Peru:

- Lower Revenues due to withdrawals, and a change in commission scheme starting from a mixed fee to a fee based on AUM
- Better performance of Legal Reserves

(1) Excludes legal reserve result
Source: Superintendencia de Pensiones de Perú, Superintendencia Financiera de Colombia

EXPANDING LATAM FOOTPRINT IN ALLIANCE WITH PRUDENTIAL



Voluntary products in a regional model



Continuously
looking for new
opportunities...

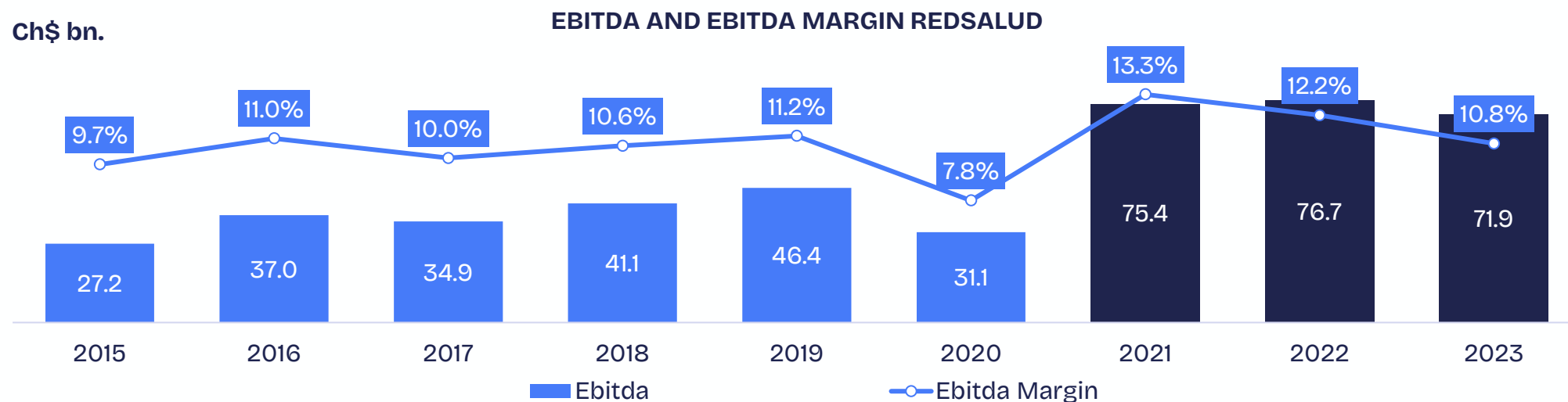
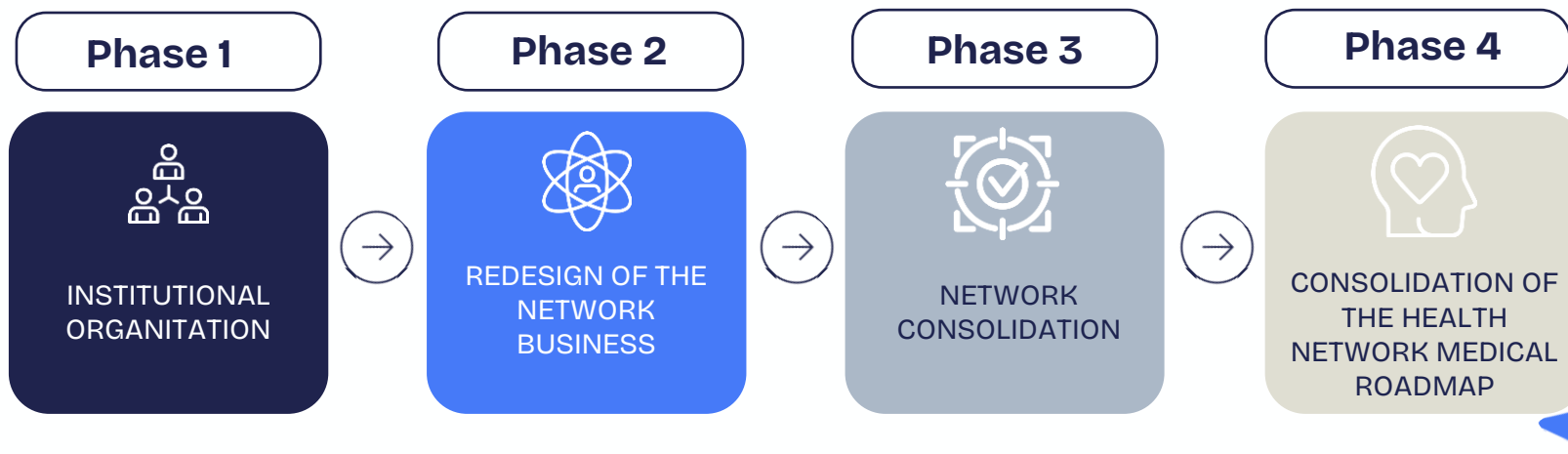




Health



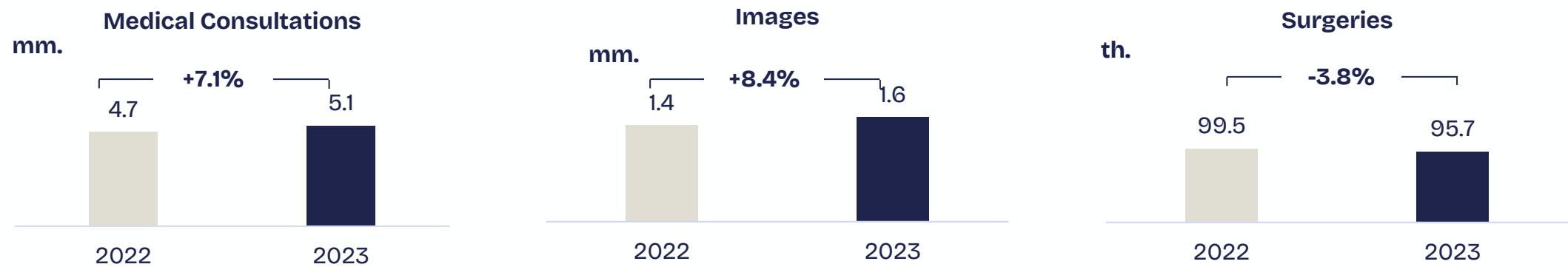
SUCCESS IN INITIAL THREE PHASES OF OUR 2025 VISION



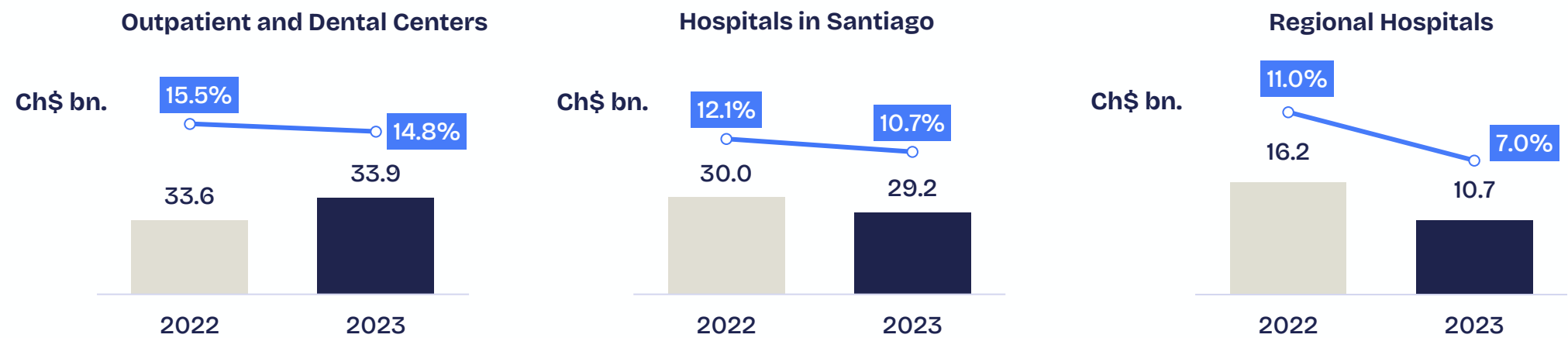
Source: RedSalud

HIGHER DEMAND OF OUTPATIENT SERVICES OFFSET BY LOWER INPATIENT ACTIVITY

ACTIVITY LEVELS REDSALUD

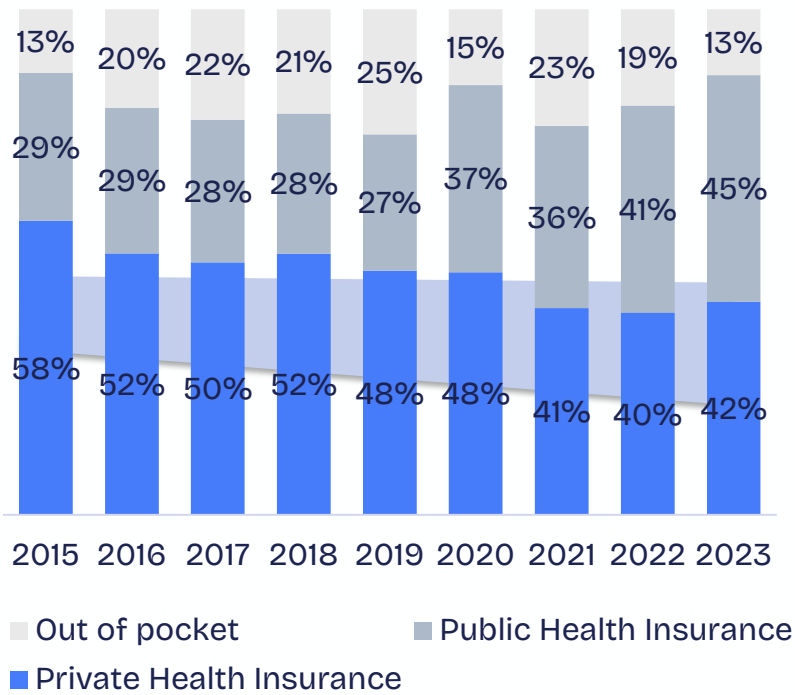


EBITDA AND EBITDA MARGIN BY CENTER TYPE

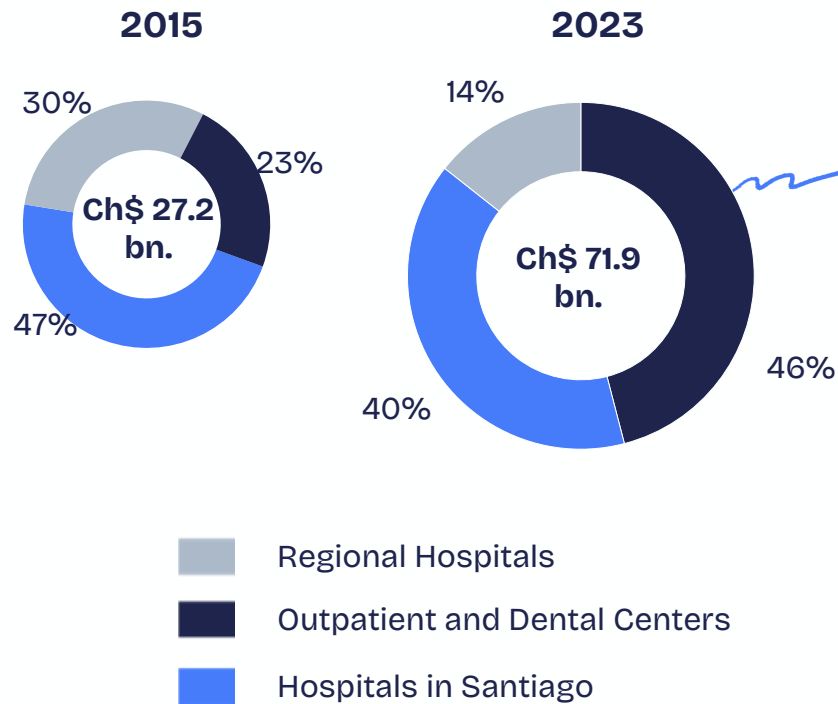


REDUCING REGULATORY RISK BY DIVERSIFYING SOURCES OF INCOME AND EBITDA

Revenue breakdown by insurer

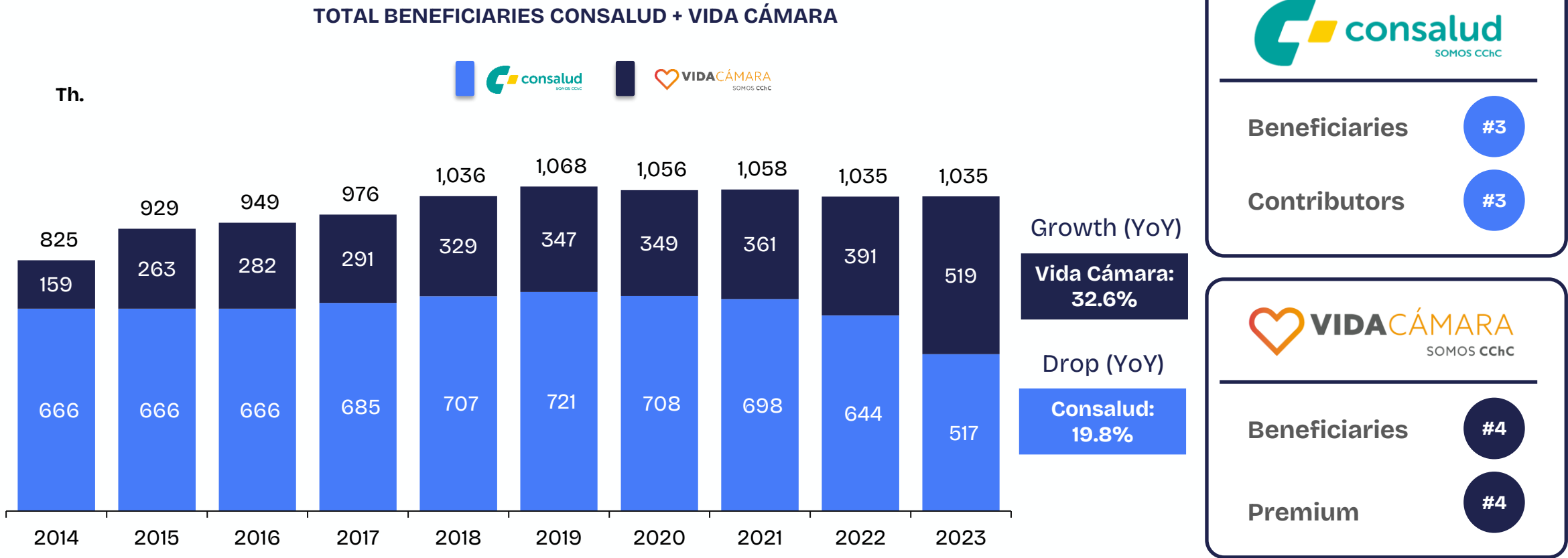


EBITDA by center type

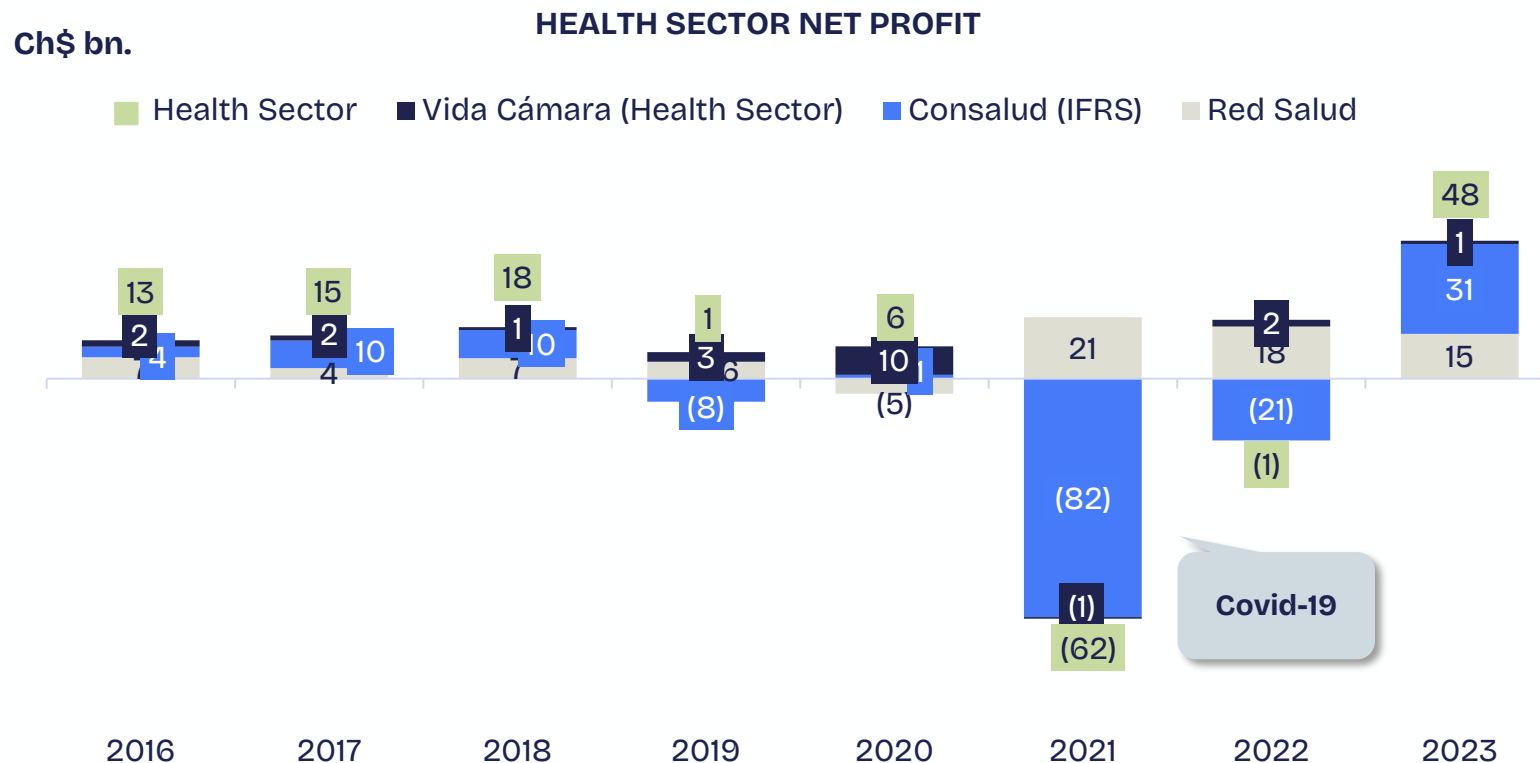


Future growth will come from outpatient healthcare

ANTICIPATING CHANGES IN THE INDUSTRY'S MIX OF BENEFICIARIES



HEALTHCARE AND INSURANCE HEDGING STRATEGY



MAIN HIGHLIGHTS 2023:

RedSalud:

- Maintained high level of demand for outpatient services
- Reduced Inpatient activity, partially offset by a more complex mix

Consalud:

- Higher revenues due to GES adjustment
- Lower loss ratio and reduced medical leaves costs

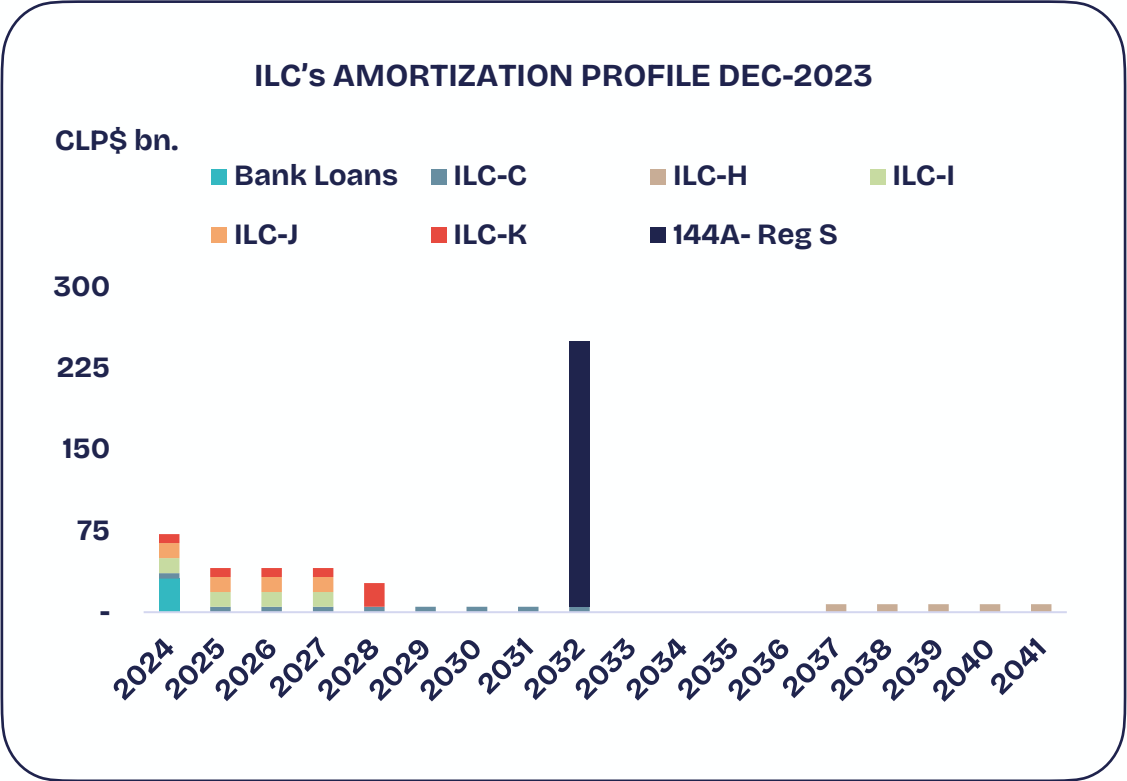
Vida Cámara:

- Beneficiaries grew by 32.6% YoY
- Higher health and life insurance claims

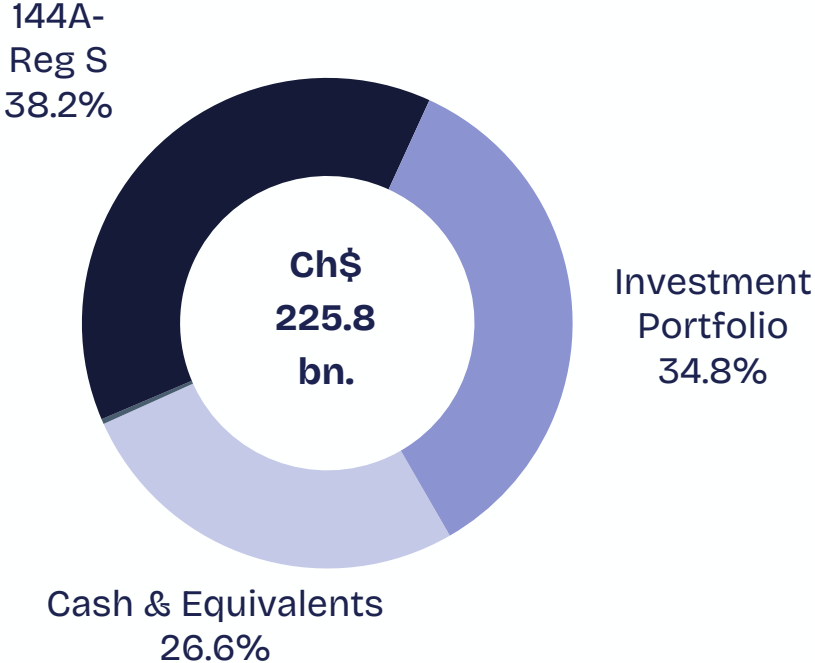
Source: CMF, RedSalud, Consalud, Vida Cámara

Chapter 03 | Financial Position

WELL-MANAGED DEBT MATURITY AND LIQUIDITY POSITION



LIQUIDITY POSITION (DEC-2023)



Total Net Debt
December 2023

Ch\$ 319.2 bn

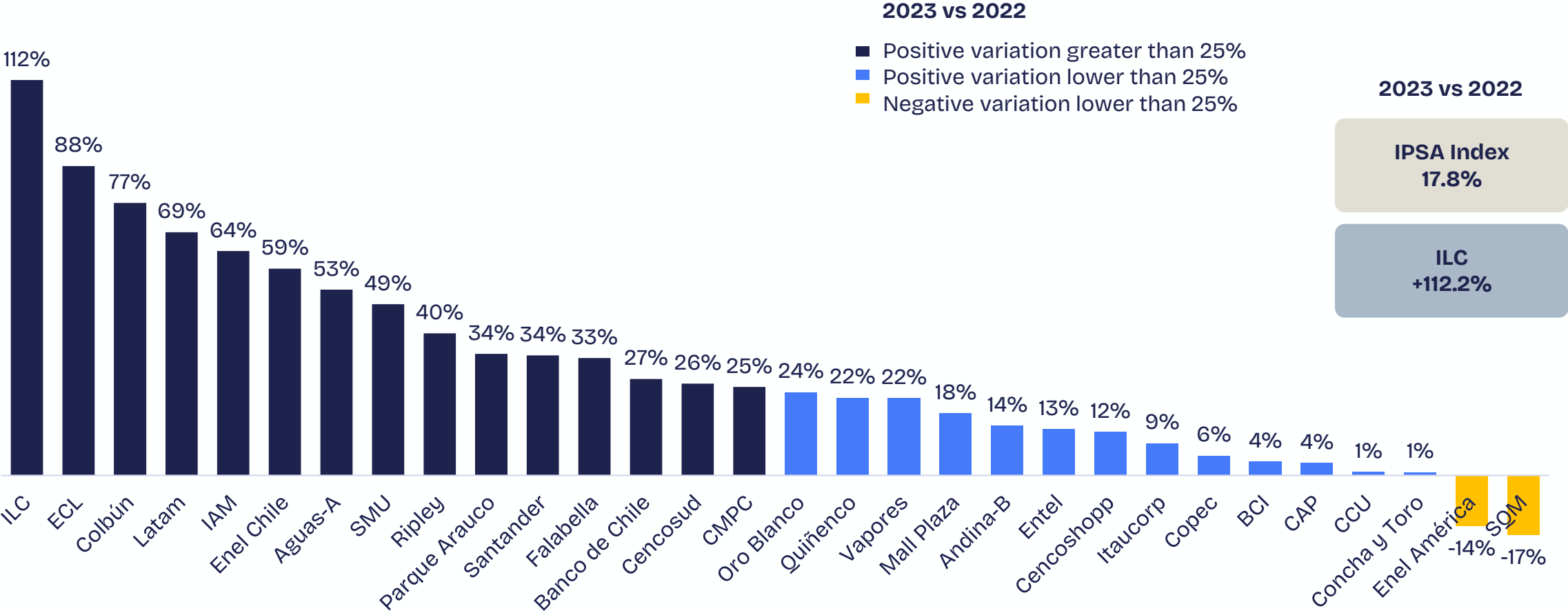
NFD / Equity
December 2023

0.32x

Source: ILC

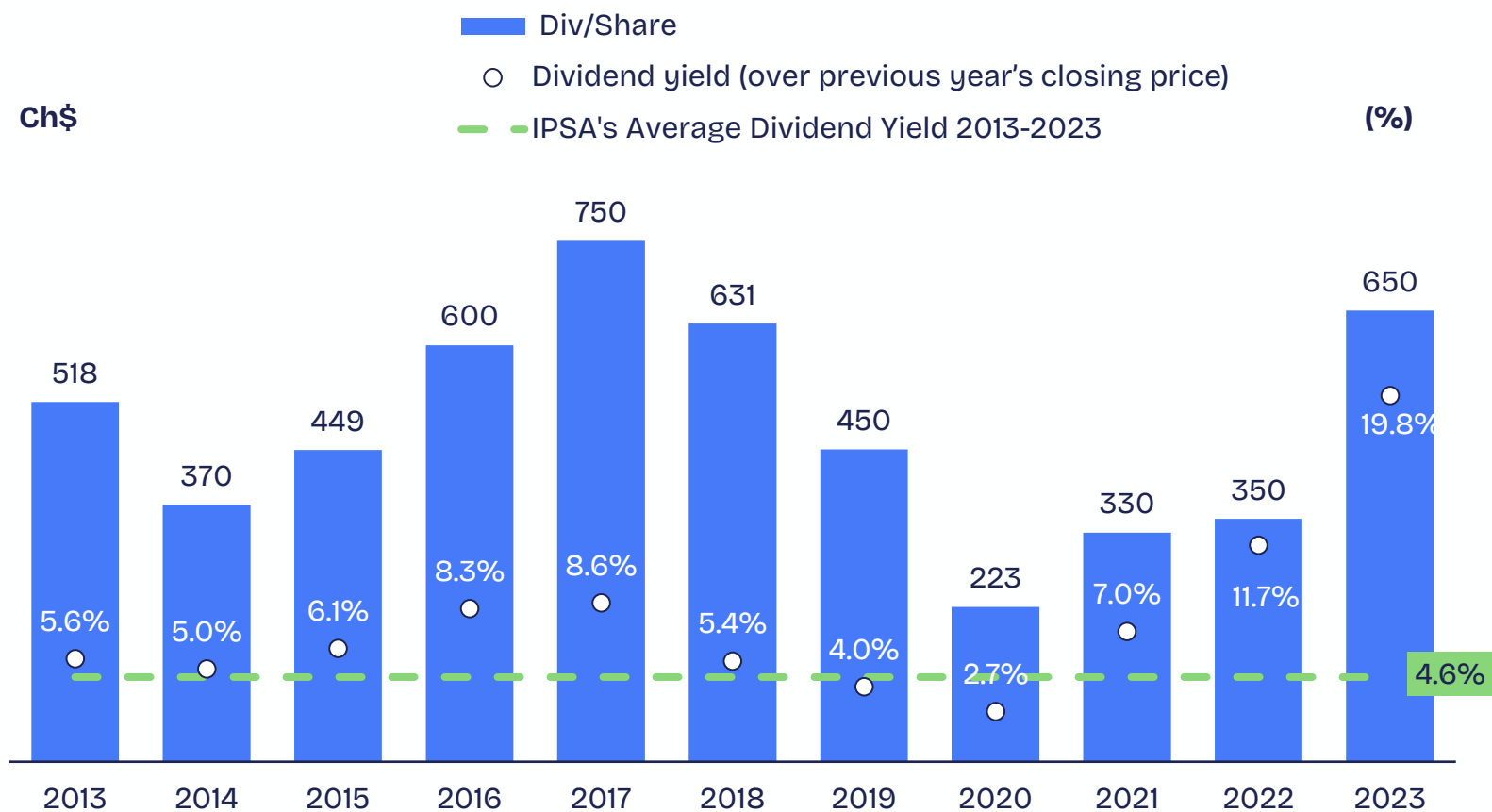
GREAT PERFORMANCE OF ILC STOCK IN 2023, OUTPERFORMING IPSA

PROFITABILITY INCLUDING DIVIDENDS 2023 STOCK PRICE - IPSA COMPANIES VS ILC



Source: Bloomberg, Bolsa de Comercio de Santiago

CONSISTENT AND ATTRACTIVE DIVIDEND YIELD



ILC's Average Dividend yield 2013-2023

7.6%

Distributed since IPO:

Ch\$5,501

Per share (78% IPO Price)

Chapter 04 | Wrap-Up and Conclusions

STRATEGIC PLAN AND GOALS





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