



ilc Conference Call
2Q - 2024

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

Context

2

2024 Milestones & Consolidated Results

3

Zoom-in by Division

4

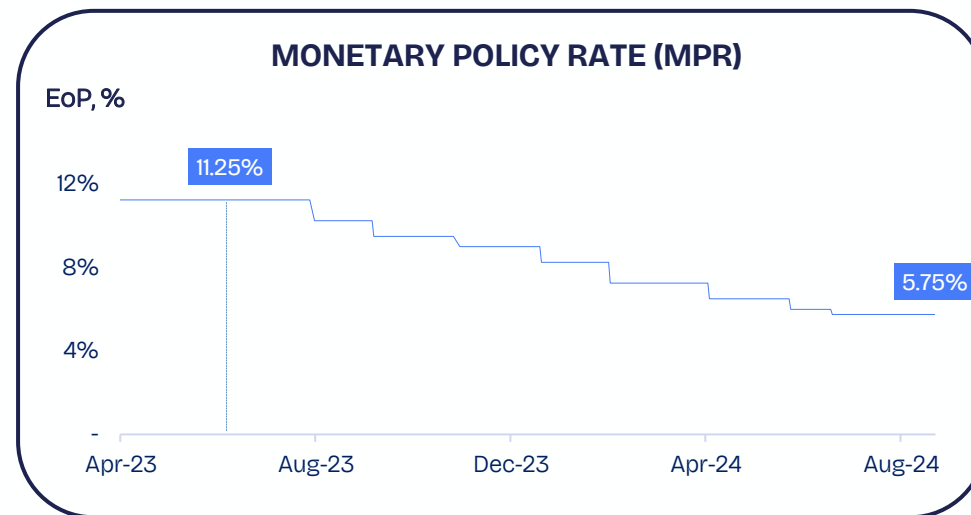
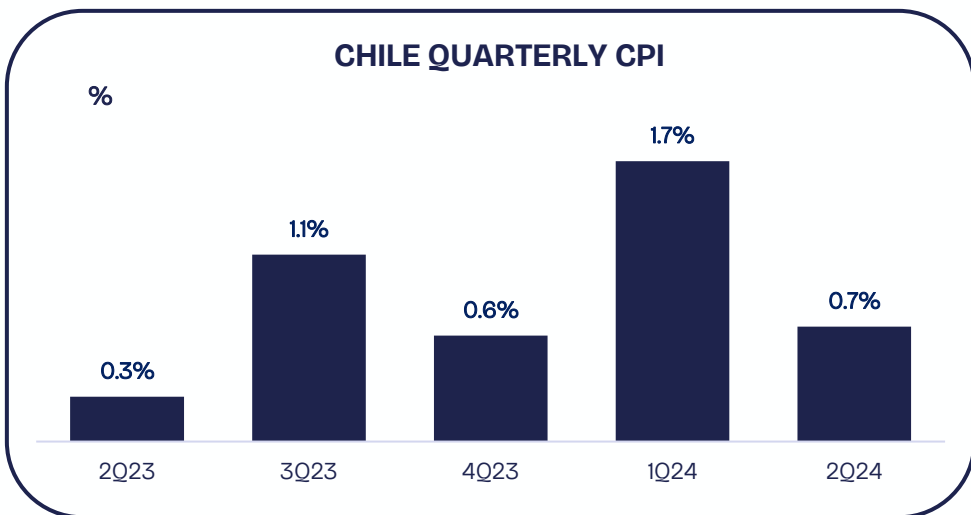
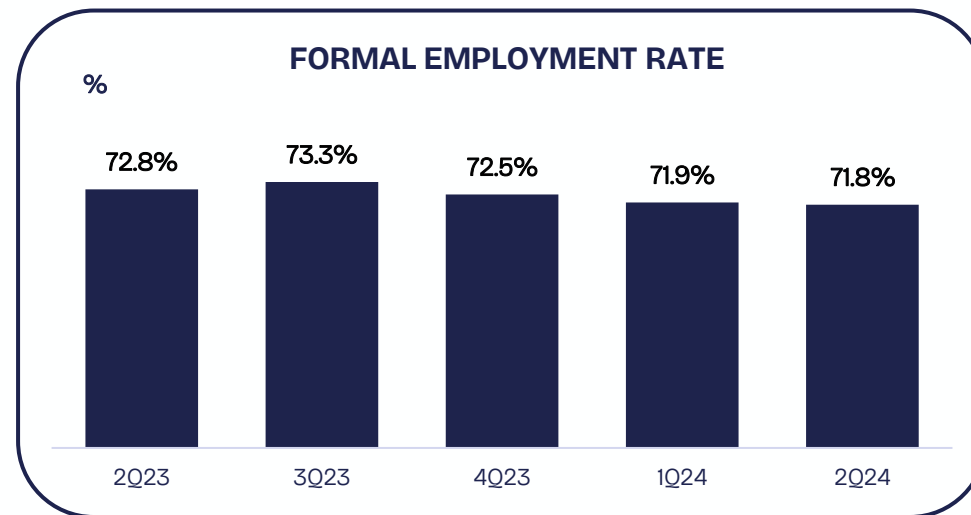
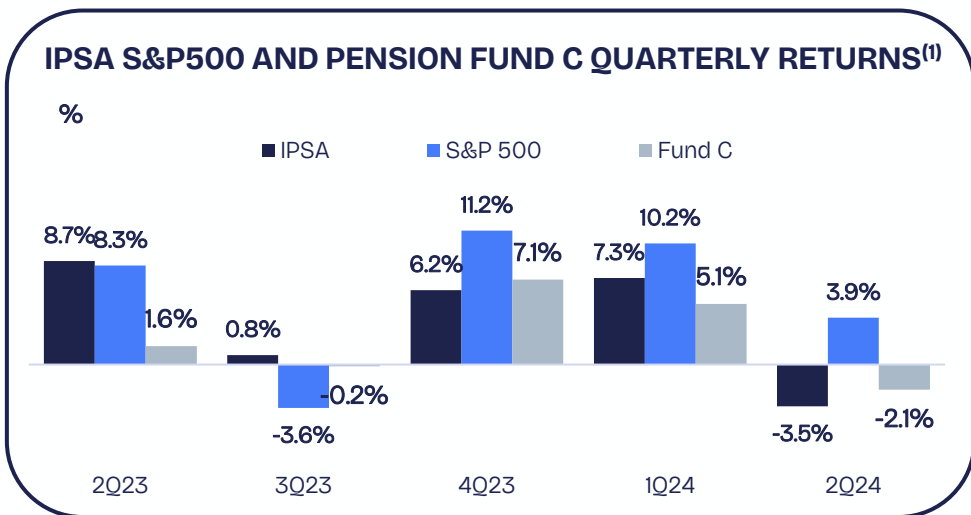
ILC's Financial Position

5

Wrap-Up and Conclusions

Chapter 01 | Context

2Q-2024: MACROECONOMIC CONTEXT



SEP
/2024

(1) Pension fund C nominal return
Source: Bloomberg, Central Bank of Chile, INE, Superintendencia de Pensiones

ADVANCES IN REGULATORY CHANGES

HEALTHCARE SYSTEM

CONTEXT

- In Dec 2019, the Regulator (Circ. 343) established a single Factors Table that eliminates gender discrimination for new beneficiaries
- In December 2022, the Supreme Court ruled that all contracts must be updated to a single Table (Circ. 343)
- In May 2023, Government presented a short bill with the objective of addressing the verdict issued by the Supreme Court
- On August 10th, 2023, the Supreme Court ordered to cancel the GES price increase for all affiliates, setting the cost of the GES premium at UF 7.2 per year and not to charge judicial costs to Isapre Consalud S.A.
- On **May 24th, 2024**, the "Isapres Short Law" was promulgated, which **includes various regulatory changes** aimed primarily at achieving **financial sustainability** in the **healthcare system** and complying with the Supreme Court's ruling from November 2022.

SHORT LAW OF ISAPRES

- Adjustment of price to the **Single Factors Table** and **minimum contribution of 7%** contained in Circular No. 343, effective from Sep 1st, 2024
- Isapres must present a **payment and adjustment plan** subject to the approval of the Superintendency. The total amount associated with the refund will accrue **on a monthly basis** and will be returned in the form of surpluses. It will **not accrue interest**, will be adjusted according to the CPI, and will not be considered for the purposes of guarantees or financial indicators
- Plan incorporates an **extraordinary premium** considering an increase in the contribution that does not exceed 10% of the one agreed upon in July 2023
- For the next 3 years, Fonasa costs will not be considered in the **ICSA formula**

NEXT STEPS

- Payment plan and extraordinary premium per beneficiary is still **pending**, as the Superintendency has requested amendments to the plan presented by Consalud
- Incorporation of a supplementary health insurance through a Complementary Coverage Modality (MCC) for Fonasa affiliates in groups B, C, and D



Source: Superintendencia de Salud, Cámara del Senado, Public Information

ADVANCES IN REGULATORY CHANGES

PENSION REFORM IN COLOMBIA

- The project presented by the President of Colombia, Gustavo Petro, was **approved** by Congress on June 14, 2024.
- It introduces a **four-pillar system**: solidarity, semi-contributory, contributory, and voluntary savings.
- The new system **integrates public and private regimes** by directing contributions of up to 2.3 minimum wages into the RPM, with any excess directed into the RAIS⁽¹⁾.



(1) RPM and RAIS correspond to the public Pay-as-You-Go System and the private Individual Savings Regime with Solidarity, respectively
Source: Public Information

Chapter 02 | 2024 Milestones & Consolidated Results

2024 MILESTONES

1.

ILC REACHES AN AGREEMENT TO INCREASE ITS STAKE IN BANCO INTERNACIONAL TO 100% WITHIN 3 YEARS.

On August 14th, 2024, ILC reached an agreement with Baninter SpA to acquire an additional 10.9% of the bank's shares through HoldCo SpA. Additionally, Baninter granted ILC options to purchase the remaining shares of the Bank, with an exercise date of May 31, 2027, which would allow the acquisition of up to 100% ownership.

2.

BANCO INTERNACIONAL COMPLETES ITS FIRST BOND ISSUANCE ON THE SWISS MARKET

On July 2nd, 2024, an unsecured bond maturing on July 23rd, 2027 (a 3-year term) with an annual coupon rate of 2.8% was issued to fund the bank's lending activities and diversify its funding sources.

3.

CONFUTURO SECURED A PORTION OF D&S PORTFOLIO IN TENDER #11

For the period between July 2024 and June 2025, Confuturo acquires six fractions for men and two fractions for women.

4.

CONFUTURO CARRIED OUT A CAPITAL INCREASE

On April 23rd, a capital increase of up to Ch\$74.5 billion was approved, and on June 17th, Ch\$ 18.9 billion was subscribed and paid by Inversiones Confuturo.

5.

VIVIR SEGUROS SECURED A PORTION OF SISCO PORTFOLIO IN TENDER #7


Vivir Seguros acquires one of the seven fractions of the SISCO portfolio with an acquisition rate of 1.73%.

ILC COMMITTED TO THE ELDERLY



▶ RANKING MOST SENIOR-FRIENDLY COMPANY


- 1°



SOMOS CCHC

The **'Portal de Formación'** initiative offers free online courses tailored for seniors, providing tools and support for their daily life


- 2°




Seguridad y Confianza

Encouraging senior talent in employees and driving initiatives such as **'Piensa en Grandes'**

▶ SELLOMAYOR AWARDS REDSALUD FOR ITS SENIOR-FOCUSED CALL CENTER INITIATIVE

- 

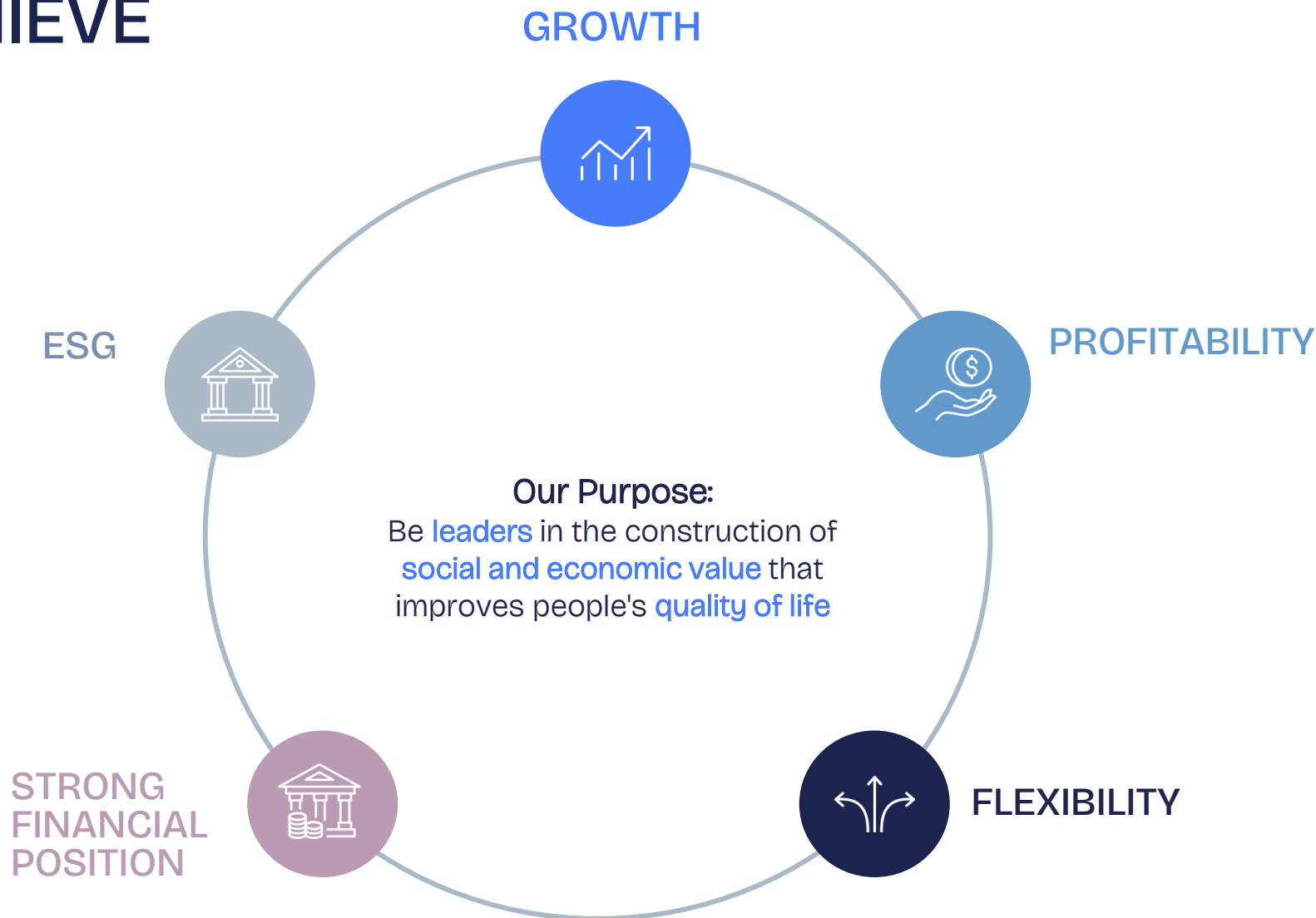
Compromiso



SOMOS CCHC

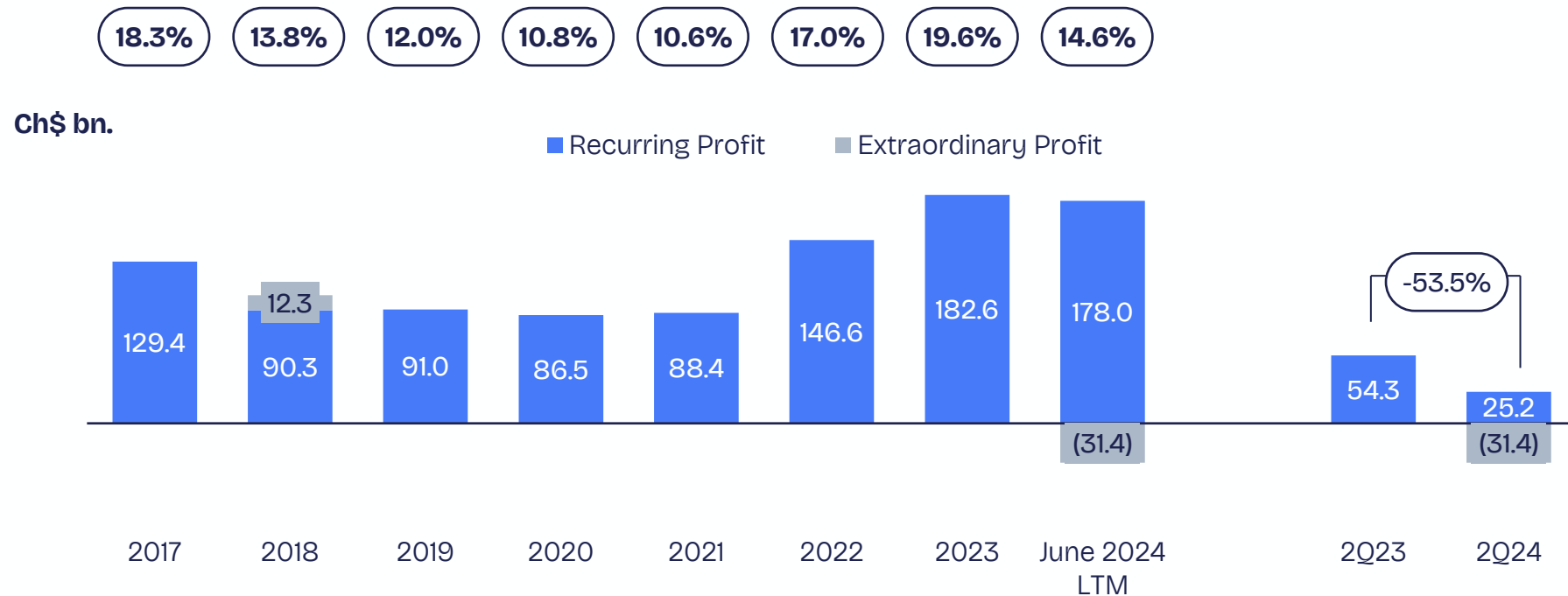
Promoting the **well-being of people +60 years** through concrete actions in accessibility and inclusion, respectful treatment, and prevention

OUR FUNDAMENTAL PILLARS TO ACHIEVE CONSISTENCY



CONSISTENT RETURNS OVER TIME

PROFIT AND ROAE ILC⁽¹⁾



- For 2024 ILC achieved a profit of Ch\$25.2 billion before adjustments resulting from the application of the Short Law of Isapres, compared to Ch\$54.3 billion recorded in 2023.
- The variation was mainly explained by a lower performance of financial markets and losses in Consalud

2017 – 2022: Growth, Diversification and Turnaround

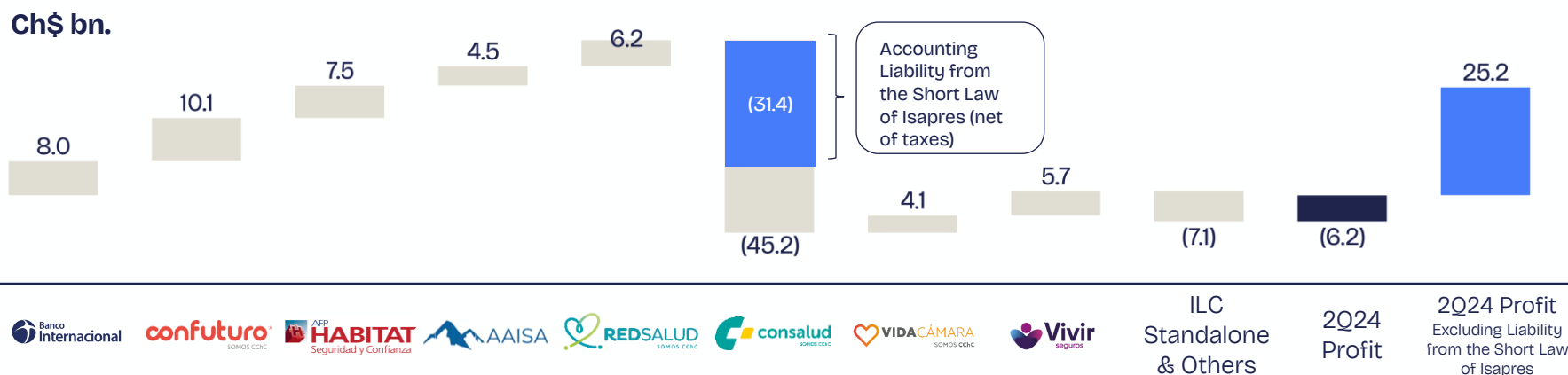
2023 – 2027: Growth in Financial Business →

SEP /2024

(1) ROAE corresponds to the profit of the last twelve months / average equity
Source: ILC

2Q - 2024 RESULTS EXECUTIVE SUMMARY

PROFIT CONTRIBUTION PER DIVISION 2Q24 VS 2Q23



ILC PROFIT BREAKDOWN⁽¹⁾

Ch\$ bn.	2024
Banco Internacional	8.0
Confuturo	10.1
AFP Habitat	7.5
AAISA	4.5
Red Salud	6.2
Consalud	(13.8)
Vida Cámara	4.1
Vivir Seguros	5.7
ILC Standalone & Others	(7.1)
Total	25.2 bn.



ILC Standalone & Others
2Q24 Profit
2024 Profit Excluding Liability from the Short Law of Isapres

BANCO INT.

- Organic growth in its commercial and consumer portfolios
- Consolidation of 51% of Autofin S.A.
- Higher operating expenses, partially offset by increased net indexation and financial income

CONFUTURO

- Higher annuity and voluntary pension savings insurance premium income
- Improved performance in investment results, primarily driven by fixed income, real estate and investment funds

PENSIONS

- **Habitat Chile:** Revenues growing in line with the increase in the average taxable income of its contributors. Weaker performance in the financial market drove lower legal reserve returns
- **AAISA:** Higher fees and legal reserve returns of AFP Habitat Perú and Colfondos

HEALTH

- **RedSalud:** Improved mix of inpatient services, increased income from dental services and enhanced operational efficiency
- **Consalud:** Lower revenues due to GES reduction and fewer beneficiaries, partially offset by lower inpatient costs
- **Vida Cámara:** Growth in the number of beneficiaries and lower account receivables deterioration

OTHERS

- **Vivir Seguros:** Awarded a portion of SISCO #7
- **Accounting Liability from the Short Law of Isapres:** Loss of Ch\$31,405 million associated with the accounting liability under IFRS standards at Consalud.

SEP /2024

(1) Excluding net loss of Ch\$31.4 billion due to the implementation of the liability from the Short Law of Isapres

Source: ILC

Chapter | Zoom-in by 03 | Division



Banking



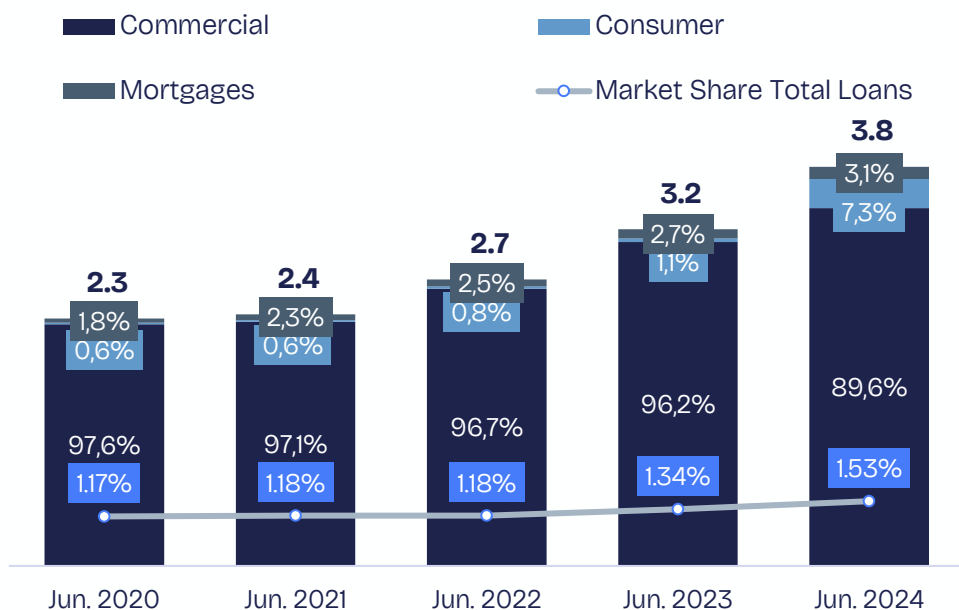
Banco Internacional



OUTPACING THE INDUSTRY WITH ROOM TO GROW

BANCO INTERNACIONAL LOAN MIX⁽¹⁾

US\$ bn.



New Stage

1. Large Companies and Corporations
2. Development of Retail Banking
3. Diversification of products and funding

JUNE 2024 VS JUNE 2023⁽¹⁾

	Banco Internacional	VS	Industry
Commercial Loans	+ 10.4%		+ 2.1%
Consumer Loans	+ 720.5%		+ 2.7%
Mortgages Loans	+ 32.6%		+ 6.6%

- Total loans reached **US\$ 3.8 bn**, representing **an 18.6% YoY increase**. Meanwhile, the industry registered a growth of 5.3%.

→ 2016 - 2023

Turnaround Strategy

Focus on SMEs

Risk and Efficiency Management



(1) For market share foreign loans are excluded

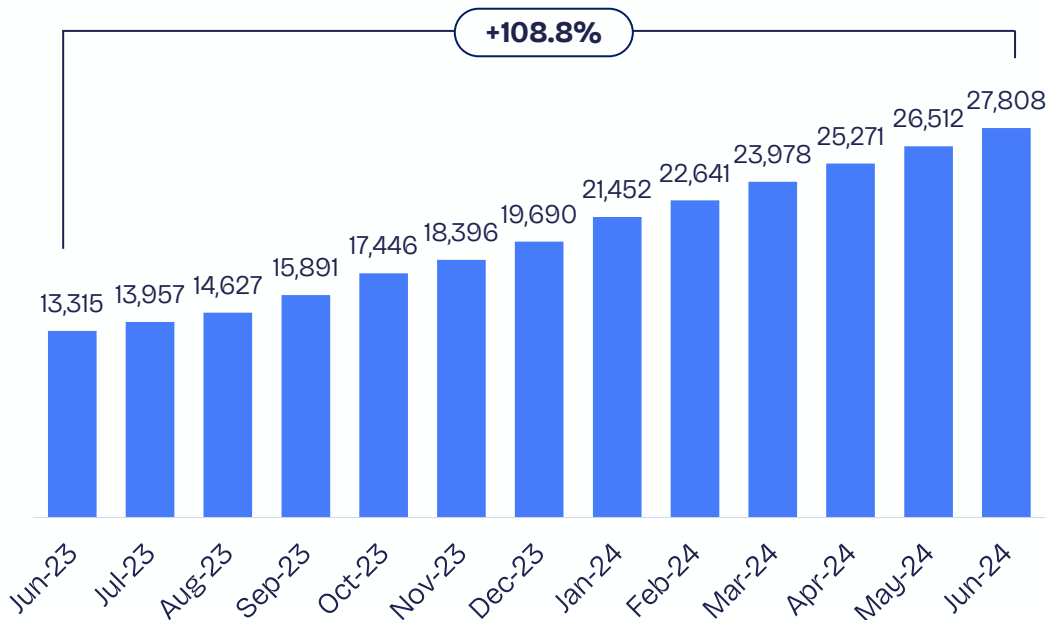
FX 950 CLP/USD

Source: CMF, Banco Internacional

DEVELOPING PRODUCTS IN RETAIL BANKING

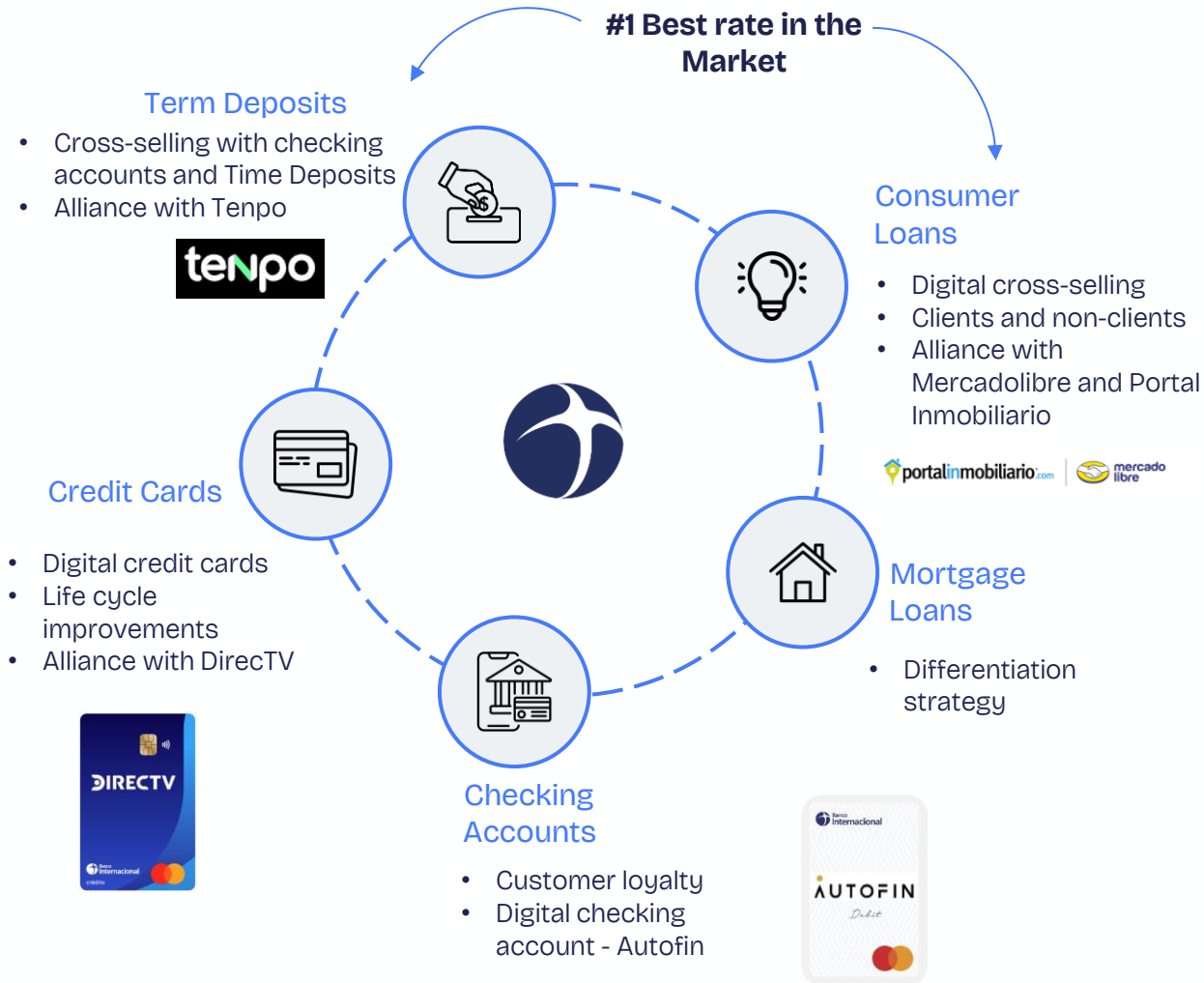
BANCO INTERNACIONAL RETAIL CUSTOMERS GROWTH

N° of Customers



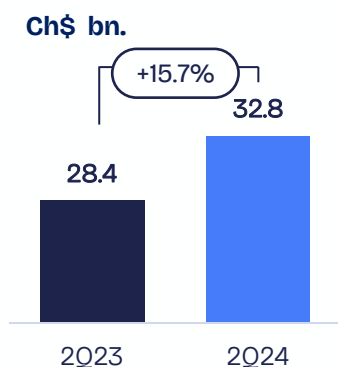
+ 36 th Customers

AUTOFIN

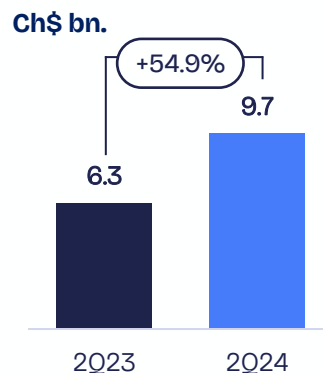


IMPROVED OPERATING RESULT DUE TO GROWTH IN COMMERCIAL AND CONSUMER LOANS

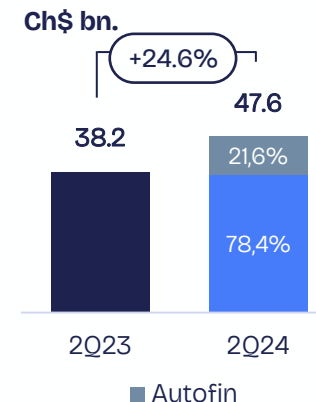
NET INTEREST AND ADJUSTMENT MARGIN



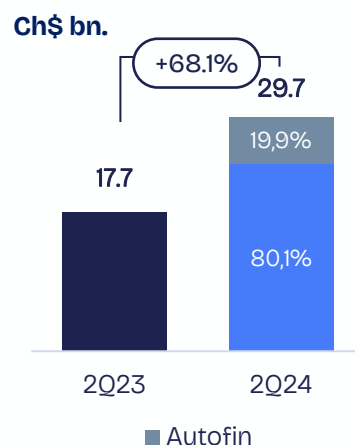
TREASURY RESULT



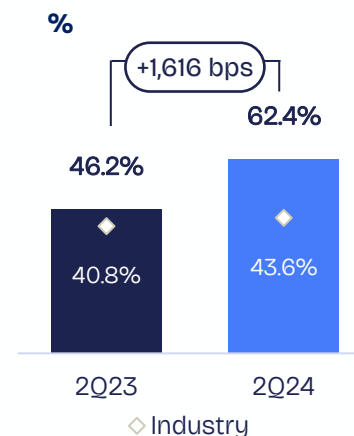
GROSS OPERATING RESULT



OPERATING EXPENSES

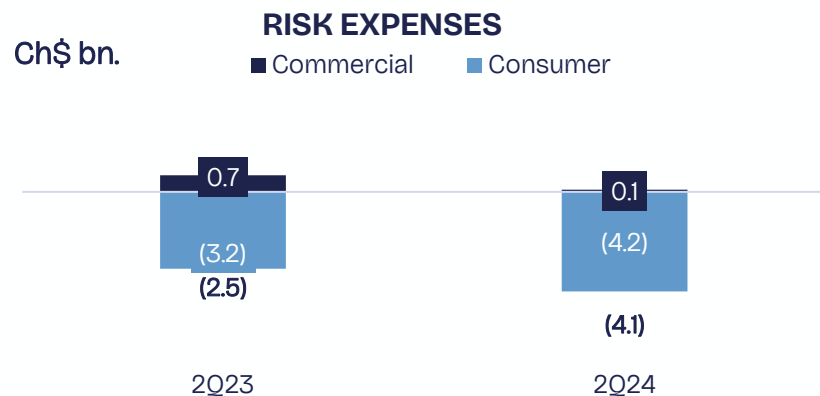


EFFICIENCY RATIO⁽¹⁾

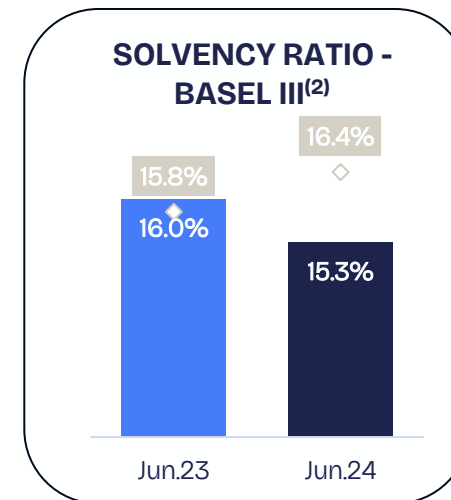
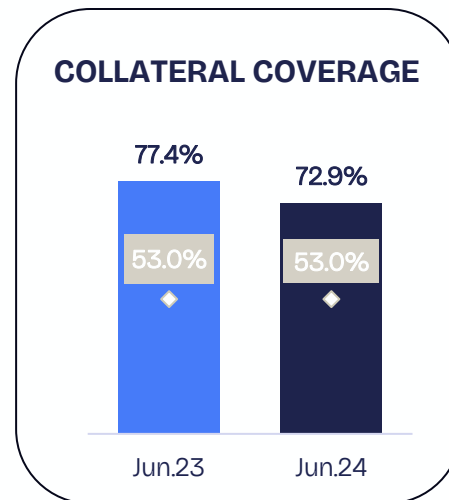
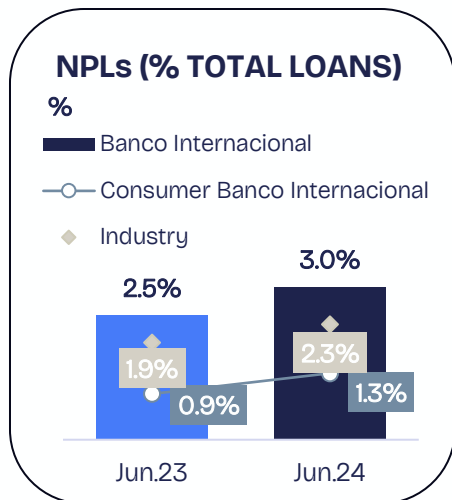


- The improved **gross operating result** was primarily driven by higher income from **commercial and consumer loans**, as well as lower deposit expenses. However, the rise was **relatively smaller** than the growth in operating expenses, mainly due to the consolidation of Autofin and a goodwill impairment of Ch\$2.7 bn. As a result, the **efficiency ratio increased** to 62.4%

HIGHER RISK EXPENSES PARTIALLY EXPLAINED BY ITS CONSOLIDATION WITH AUTOFIN



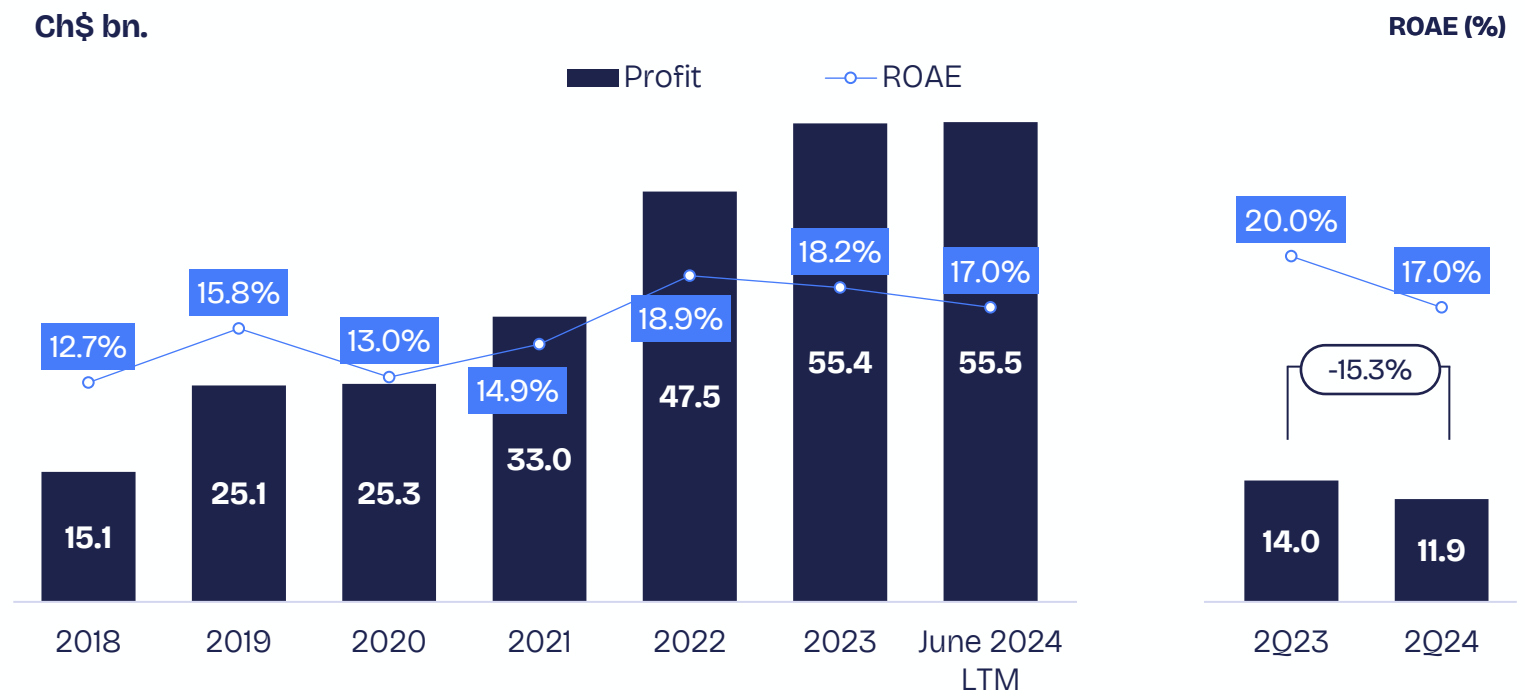
- Risk expenses increased by Ch\$1.6 bn (QoQ) due to **higher provisions for the consumer** loans portfolio (impacted by consolidation of **Autofin**)



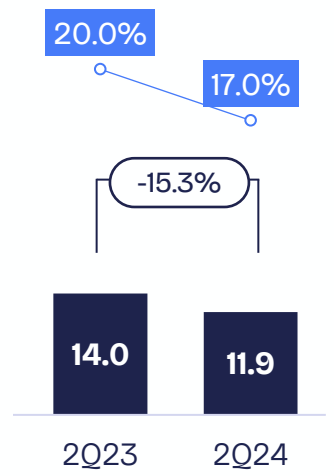
(1) Provisions to Total Loans
Source: CMF, Banco Internacional

SUSTAINED GROWTH IN PROFIT

BANCO INTERNACIONAL PROFIT & ROAE



- Banco Internacional's profit decreased by Ch\$2.2 billion, primarily due to higher operating expenses, which were partially offset by increased net adjustments income and improved results from financial operations.

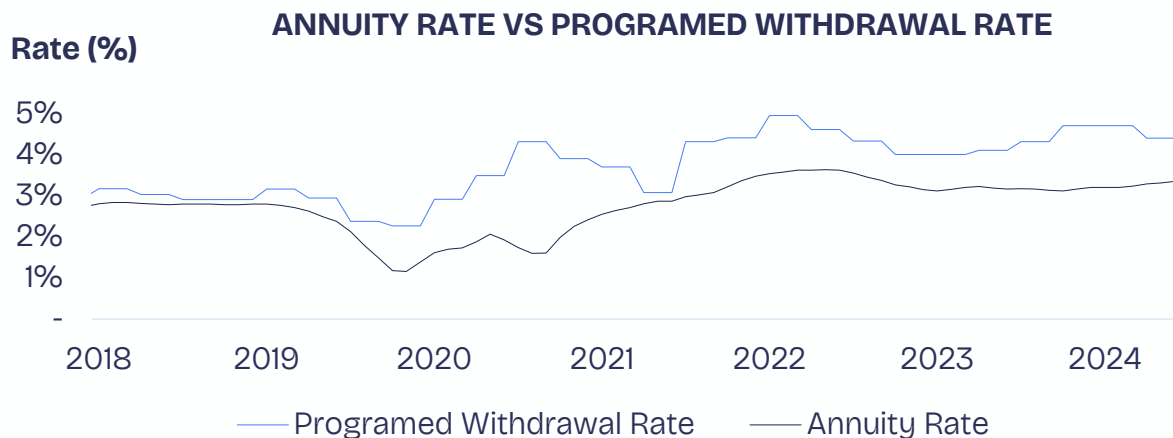




Annuities

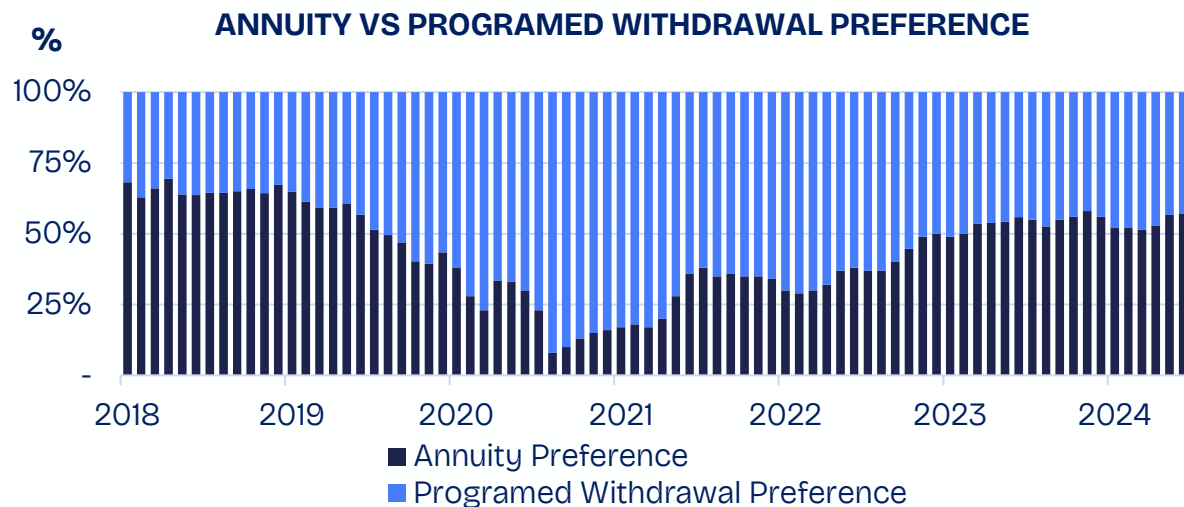


RECOVERY OF THE ANNUITY INDUSTRY



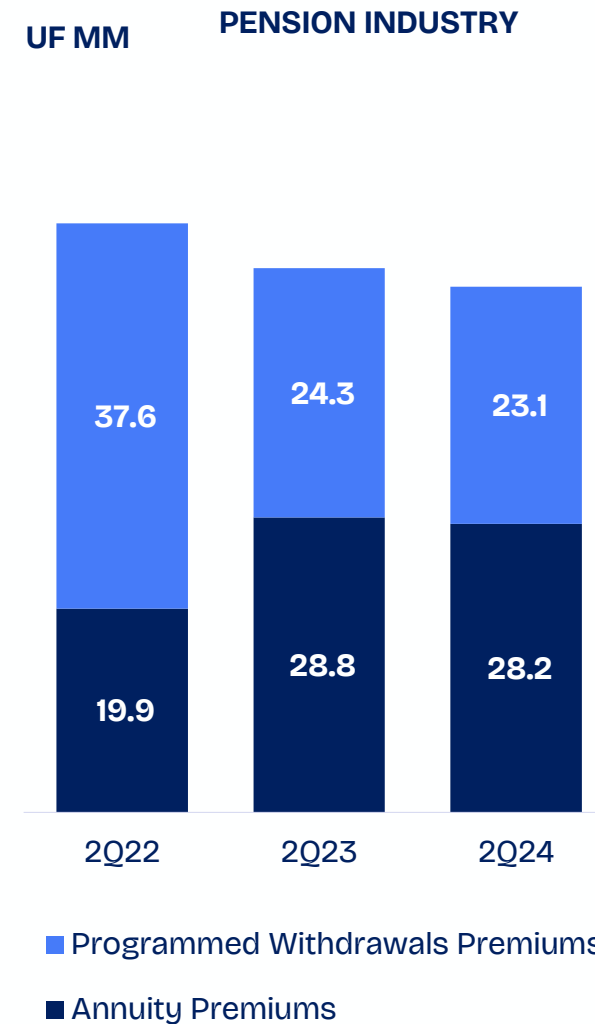
June 2024:
4.41%

June 2024:
3.36%



June 2024:
43.0%

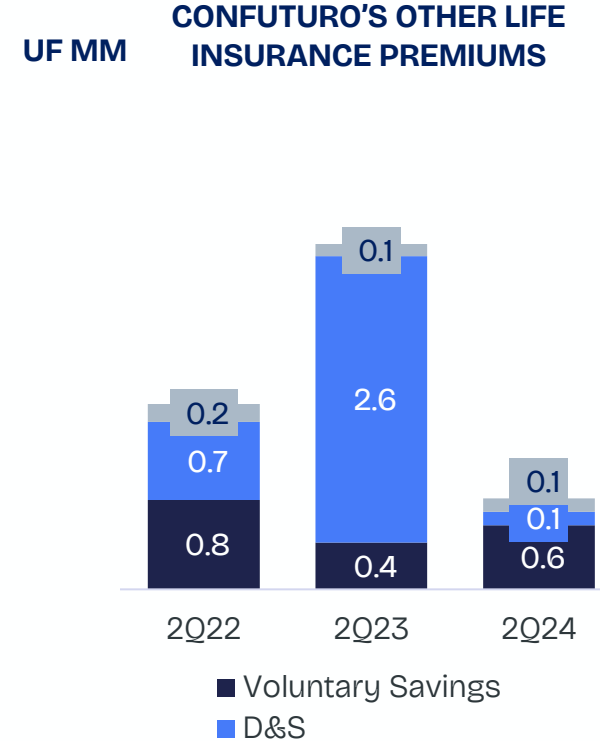
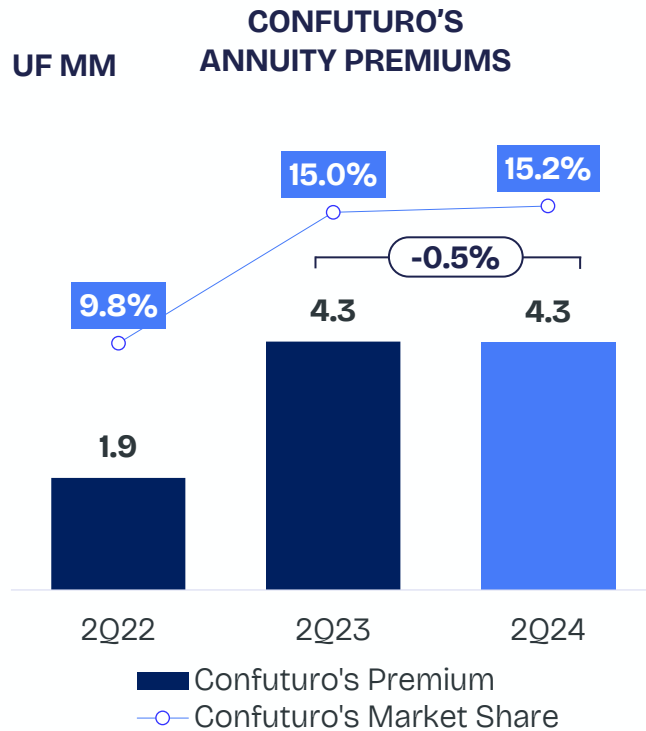
June 2024:
57.0%



SEP
/2024

Source: CMF, Spensiones, Confuturo

LOWER PREMIUMS MAINLY DUE TO THE END OF D&S 2022/2023 CONTRACT

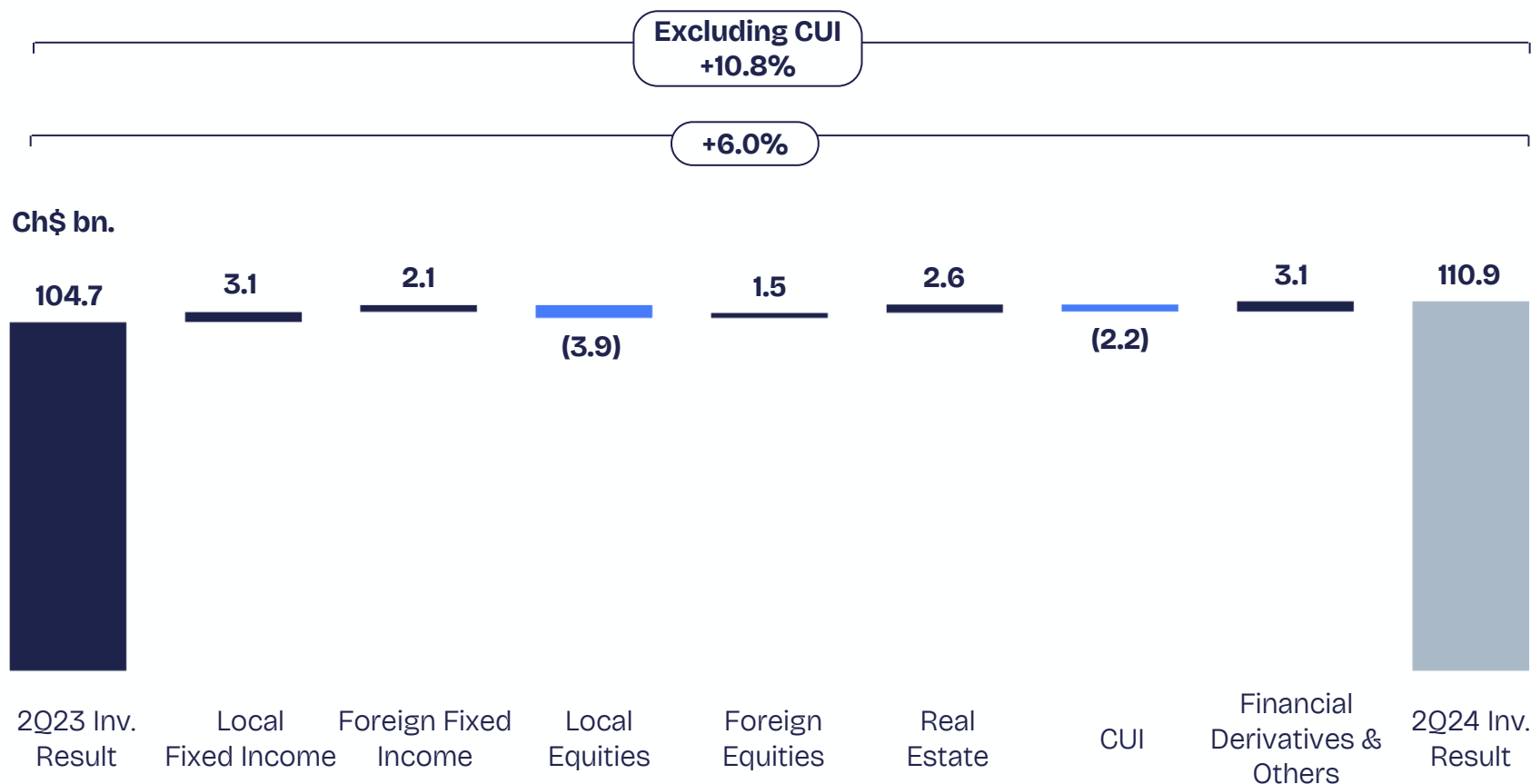


- In 2024, net premium income reached Ch\$194.5 billion, 28.1% lower than in 2023. This decline was primarily due to a reduction in Disability and Survivorship (D&S) premiums following the end of the 2022/2023 contract. This reduction was partially offset by nominal increases in individual life insurance and annuity premiums

Annuity Rate Confuturo	2022	2023	2024
	3.69%	3.26%	3.38%

HIGHER INVESTMENT RETURNS MAINLY ATTRIBUTED TO BETTER FIXED INCOME INVESTMENT

CONFUTURO INVESTMENT RESULT

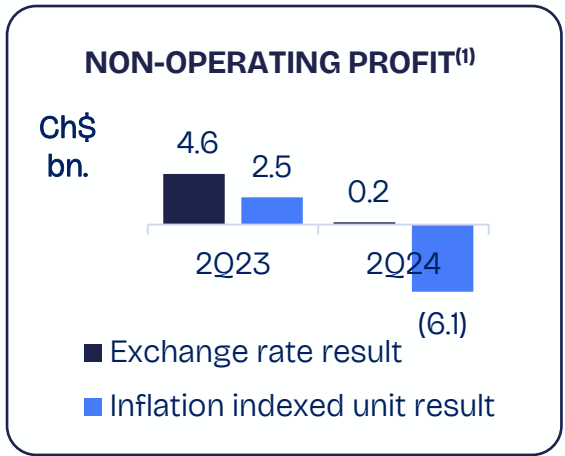
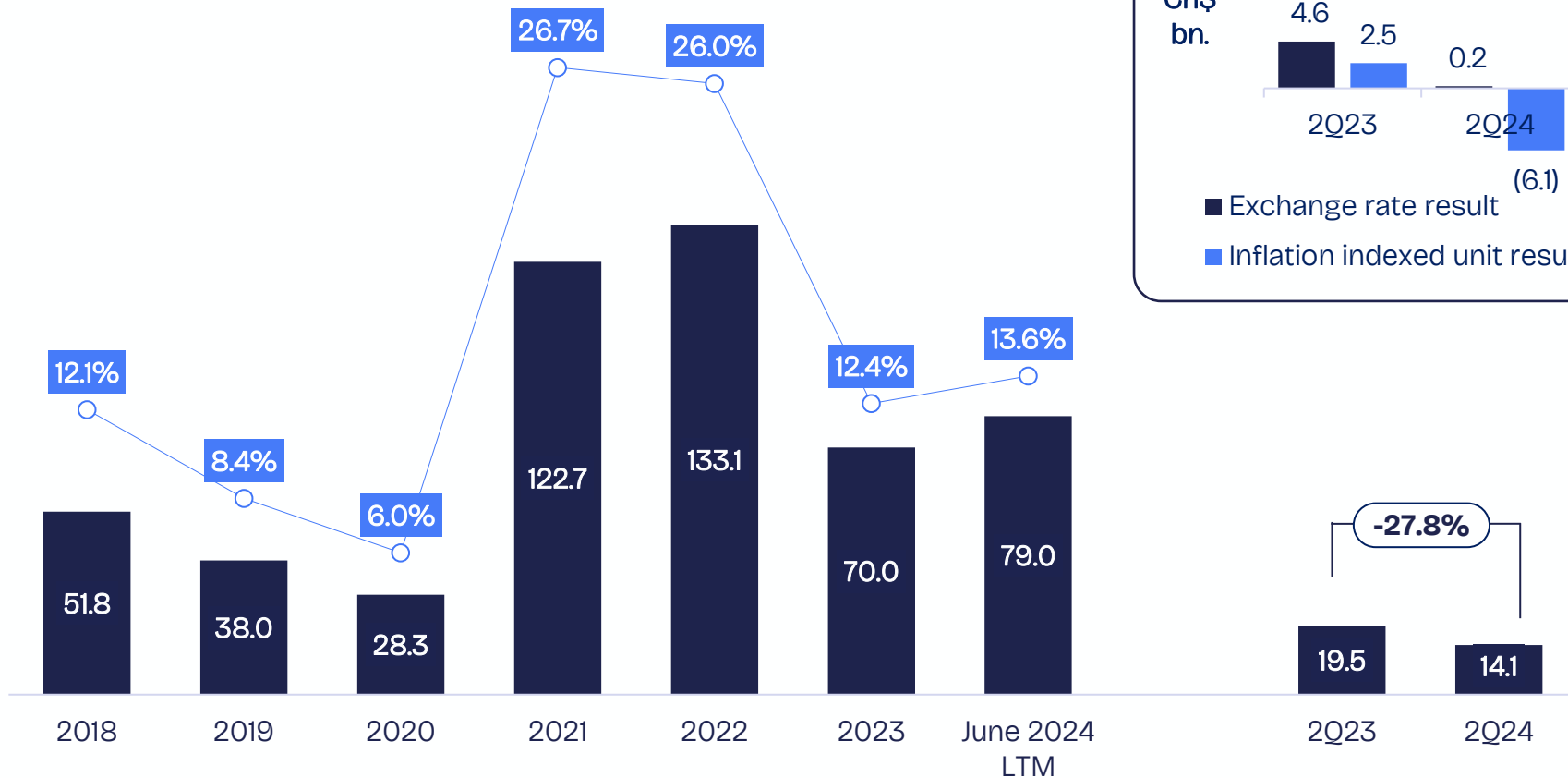


- Investment result grew by 10.8% QoQ (excluding CUI), reaching Ch\$110.9 billion. This increase was primarily driven by improved results from local and foreign fixed income, along with higher returns from real estate investments

LOWER RESULTS MAINLY ATTRIBUTED TO LOWER NON-OPERATING INCOME

Ch\$ bn.

CONFUTURO PROFIT & ROAE



- Higher annuity premium income, along with improved returns from the investment portfolio, were partially offset by lower non operating income.

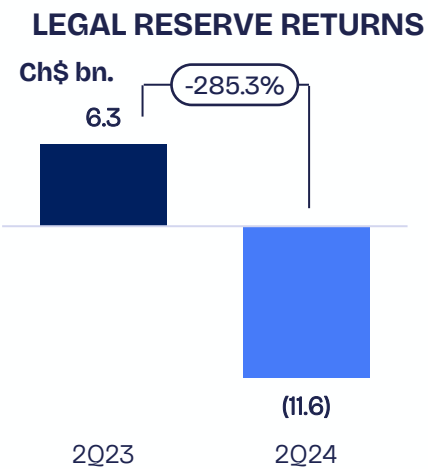
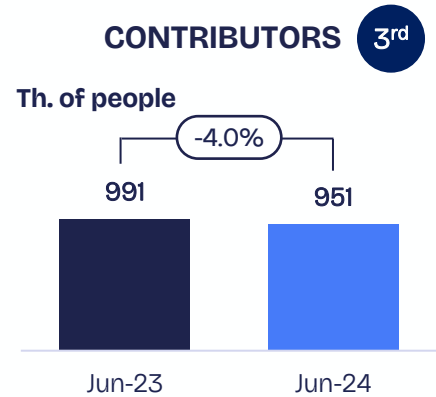
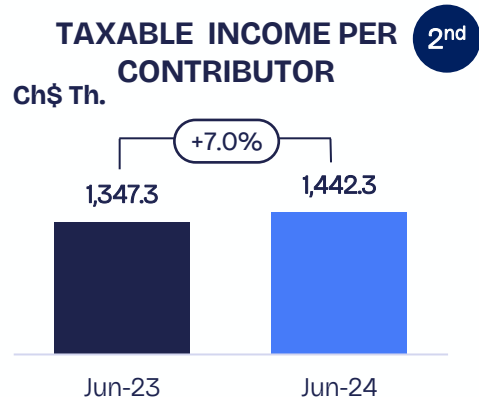
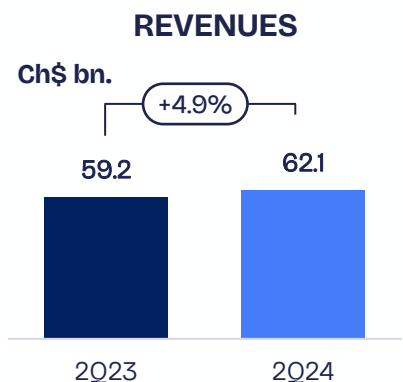
(1) Excludes individual life insurance savings impact (CUI and D&S)
Source: CMF, Confuturo



Pensions



IMPROVED OPERATING RESULT IN LINE WITH HIGHER AVERAGE TAXABLE INCOME



PENSION FUND RETURNS OF AFP HABITAT (NOMINAL)

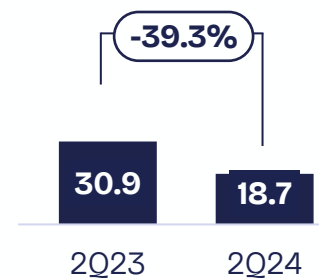
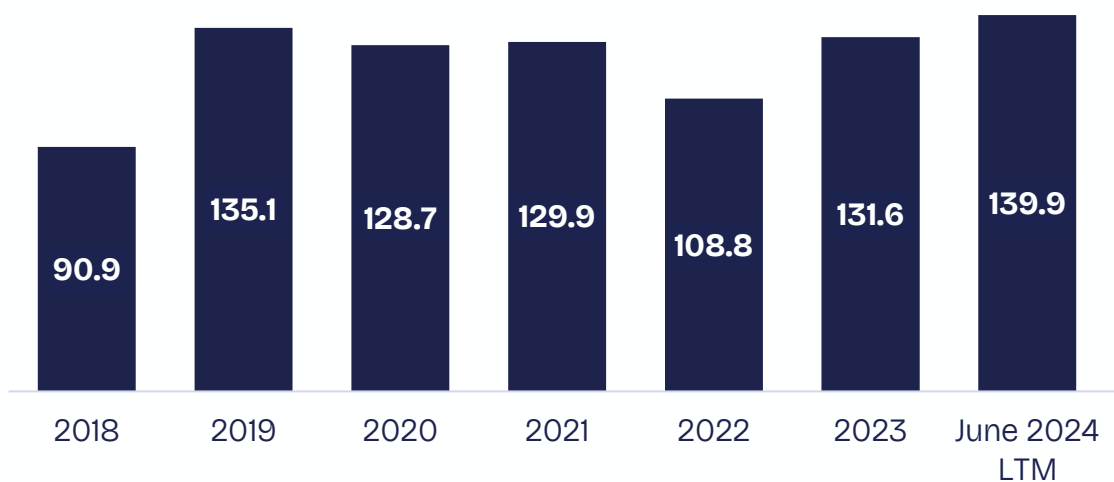
FUND	2Q24	2Q23
Fund A	(2.8%)	3.1%
Fund B	(2.0%)	2.5%
Fund C	(2.2%)	1.6%
Fund D	(2.6%)	0.6%
Fund E	(2.8%)	(0.1%)

- The **average taxable income** of AFP Habitat Chile contributors was **21.1% higher than the industry average**
- The **reduced legal reserve result** was mainly due to the lower performance of funds with higher exposure to the equity market (A, B, and C)

STABLE PROFIT OVER TIME

AFP HABITAT PROFIT EVOLUTION

Ch\$ bn.



- The result was primarily driven by **lower returns on legal reserves** due to the performance of financial markets, partially offset by **higher fees**

HIGHER REVENUES IN AFP HABITAT PERU AND COLFONDOS



REVENUES

LEGAL RESERVE RETURNS

REVENUES

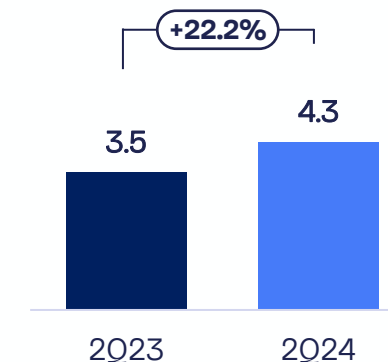
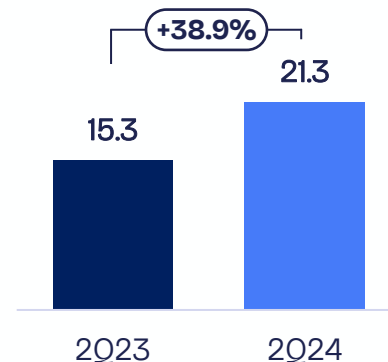
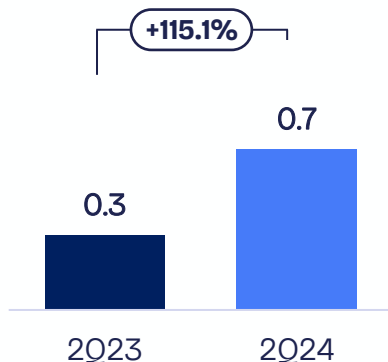
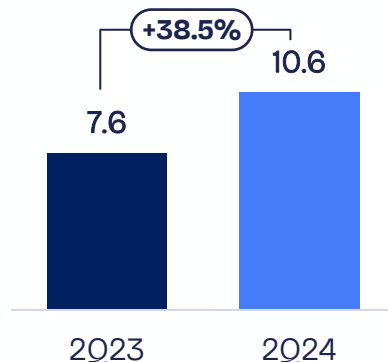
LEGAL RESERVE RETURNS

Ch\$ bn.

Ch\$ bn.

Ch\$ bn.

Ch\$ bn.



- Revenues increase by 7.3% compared to 2Q23, primarily due to higher fees resulting from a larger AUM and average taxable income
- Annual nominal returns for Funds 0, 2, and 3 have improved compared to the figures recorded in 2Q23

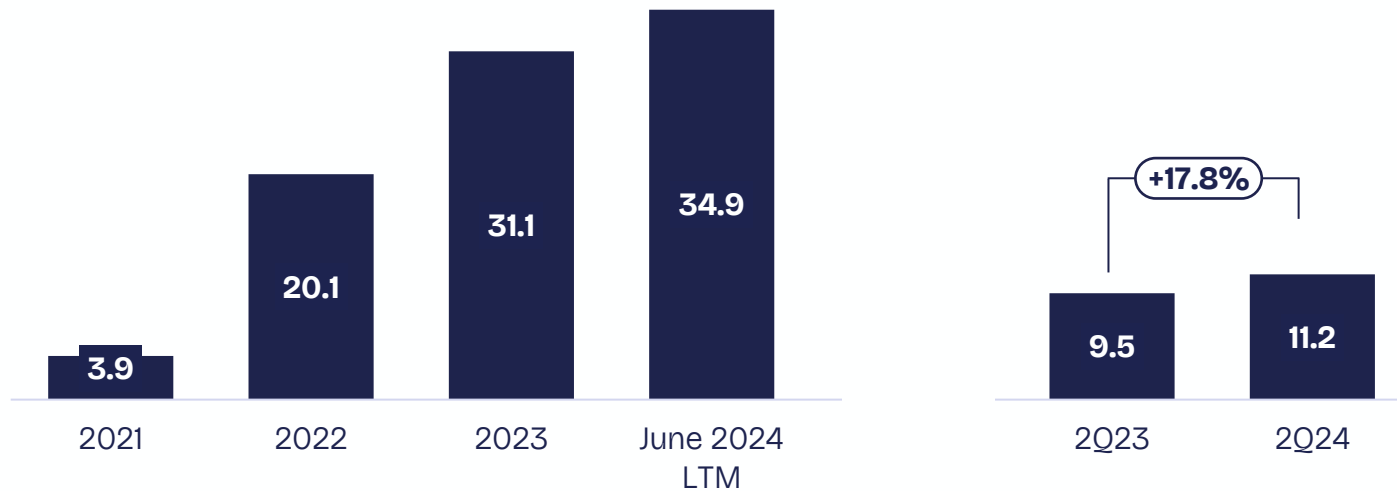
- Revenues from mandatory pension fees saw a 21.9% increase, mainly attributed to a lower D&S fee and a higher average salary base⁽¹⁾

(1) Corresponds to the contribution base salary (IBC), which is the base salary used to apply the respective percentage for social security contributions
 Source: AAISA, Superintendencia de Banca, Seguros y AFP República de Perú, Superintendencia Financiera de Colombia

CONSOLIDATING A REGIONAL MODEL

AAISA PROFIT EVOLUTION

Ch\$ bn.



- The result was mainly explained by **higher fee revenues** and **returns on legal reserves**, partially offset by **higher operating expenses**

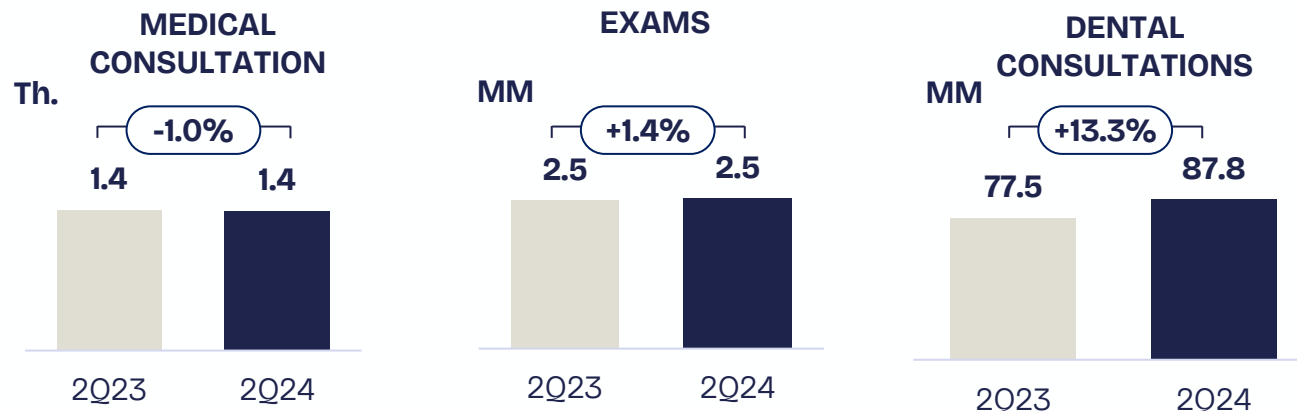


Health

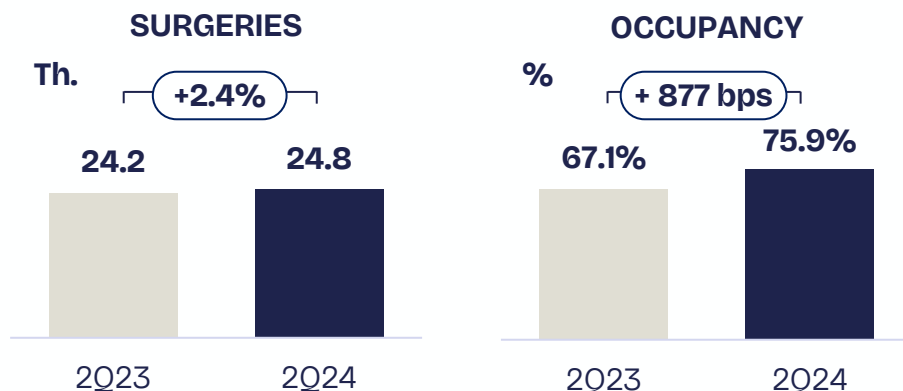


MORE COMPLEX MIX WITH INCREASED ACTIVITY IN DENTAL SERVICES DROVE HIGHER REVENUES

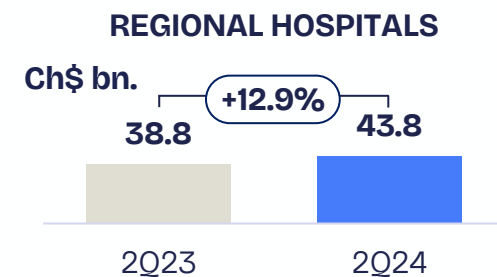
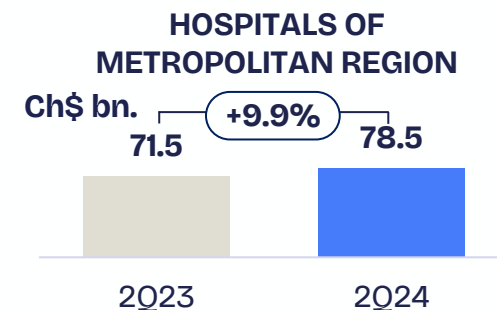
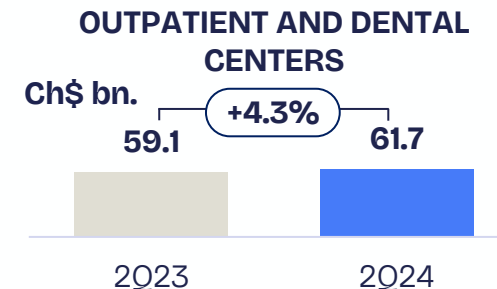
REDSALUD OUTPATIENT AND DENTAL ACTIVITY INDICATORS



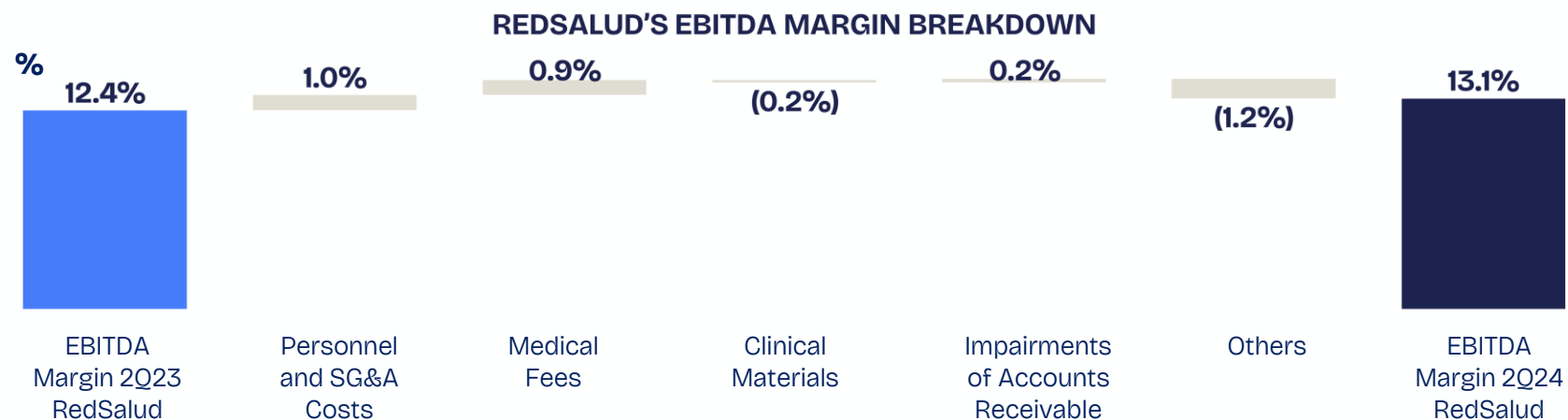
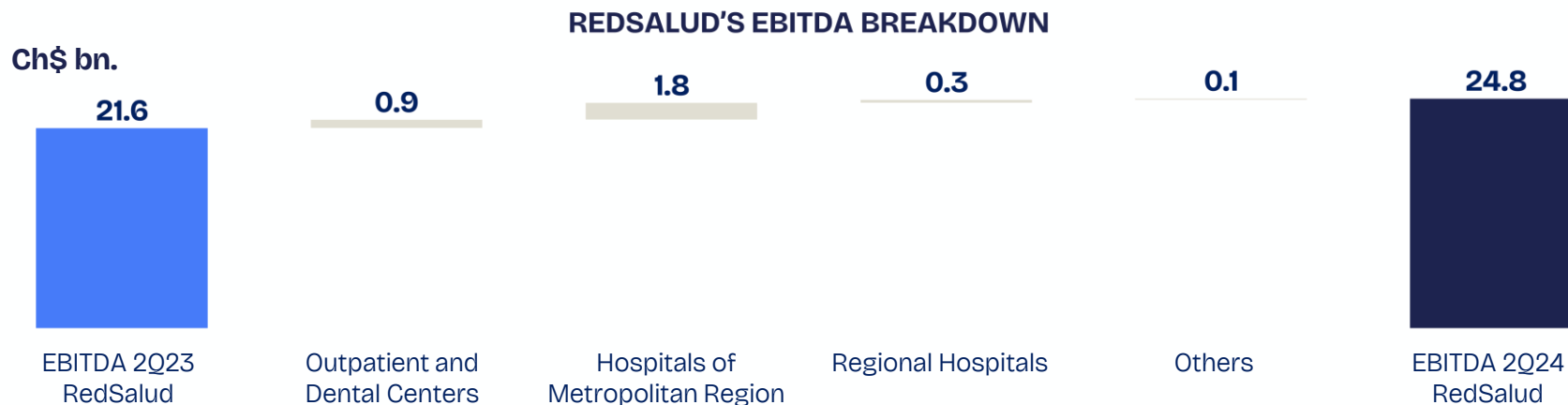
REDSALUD INPATIENT ACTIVITY INDICATORS



REVENUES BY CENTER TYPE



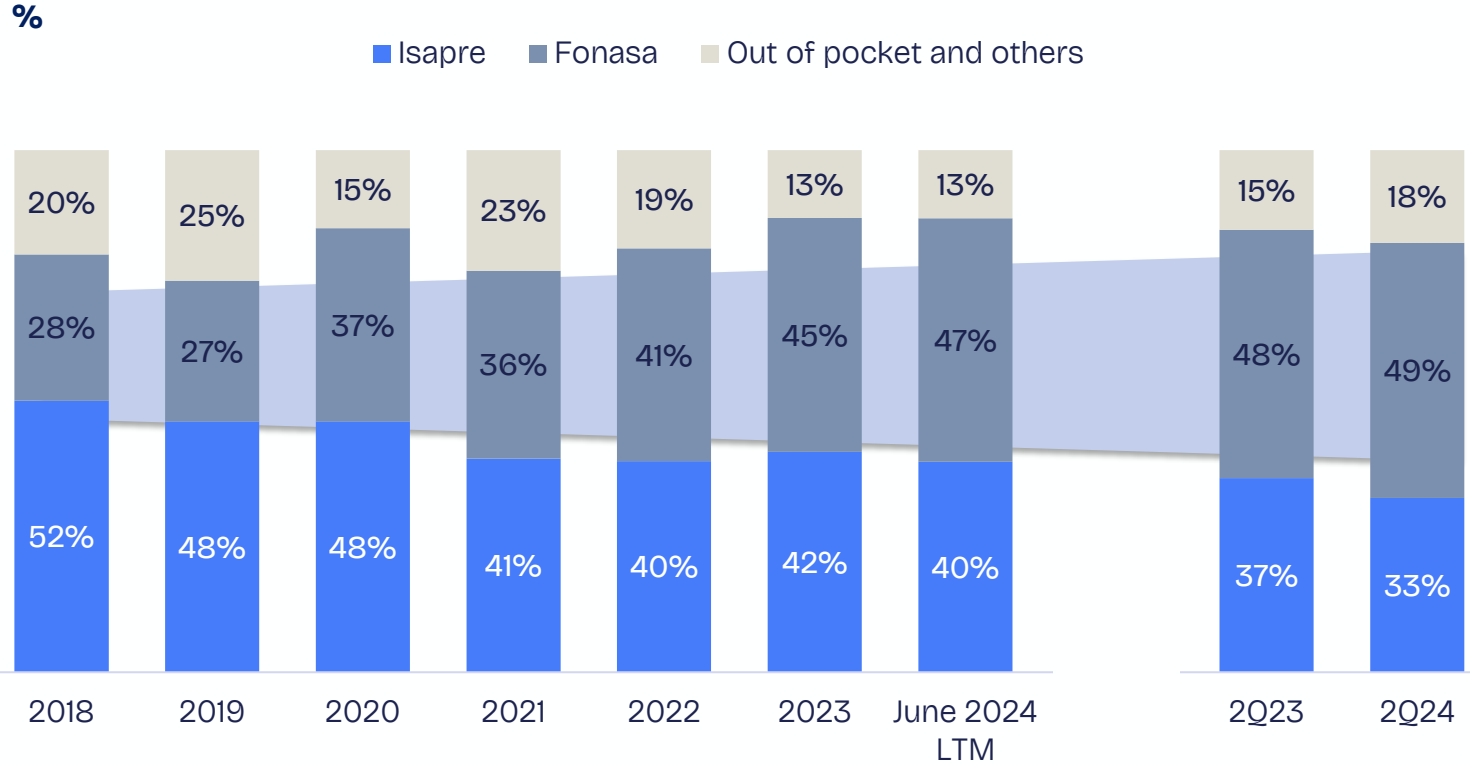
EBITDA GREW MAINLY DUE TO A MORE COMPLEX INPATIENT MIX AND HIGHER EFFICIENCY



- EBITDA growth was primarily driven by **better mix** in the inpatient sector and increased **dental services activity**, along with **improved efficiency** in personnel expenses, medical fees and impairments, particularly in Metropolitan Region Hospitals

REDUCING REGULATORY RISK BY DIVERSIFYING SOURCES OF INCOME

REDSALUD'S REVENUE BREAKDOWN BY INSURER



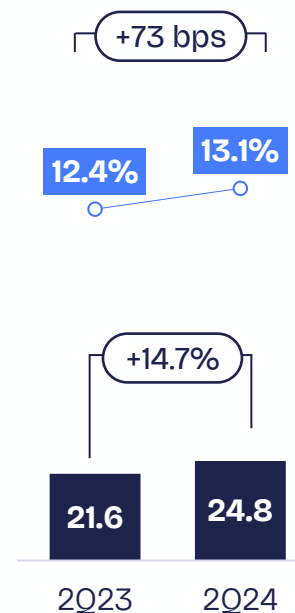
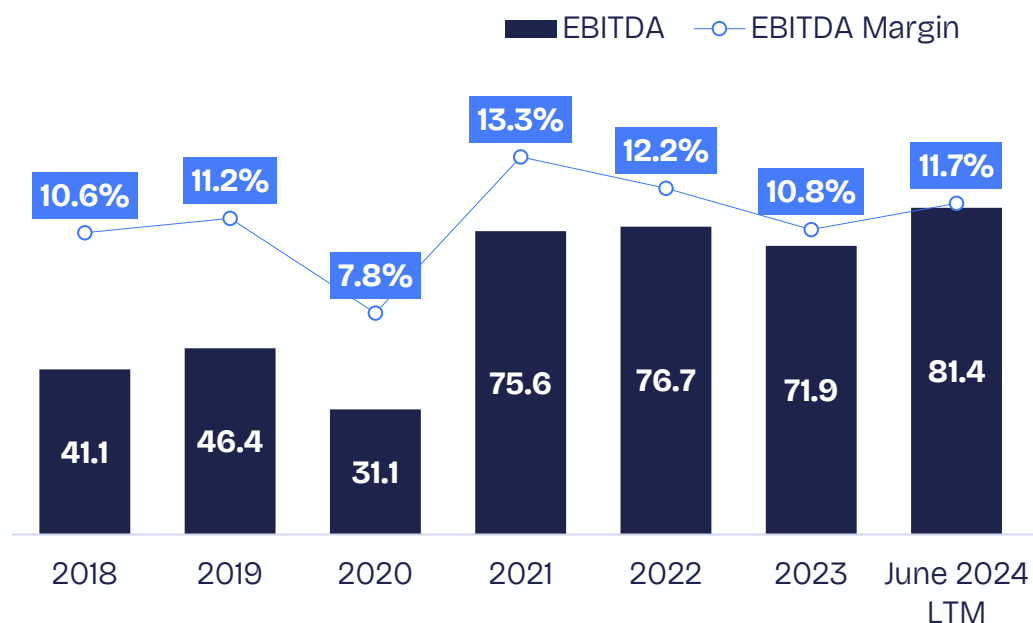
- Public insurer **Fonasa** is gaining increased relevance in the revenue breakdown, reaching for a **49% share**. RedSalud continues to diversify its income sources to mitigate regulatory risk

EBITDA SHOWED A SUSTAINED HIGH LEVEL, ACCOMPANIED BY A BETTER MIX IN THE INPATIENT SEGMENT



REDSALUD'S EBITDA AND EBITDA MARGIN

Ch\$ bn.



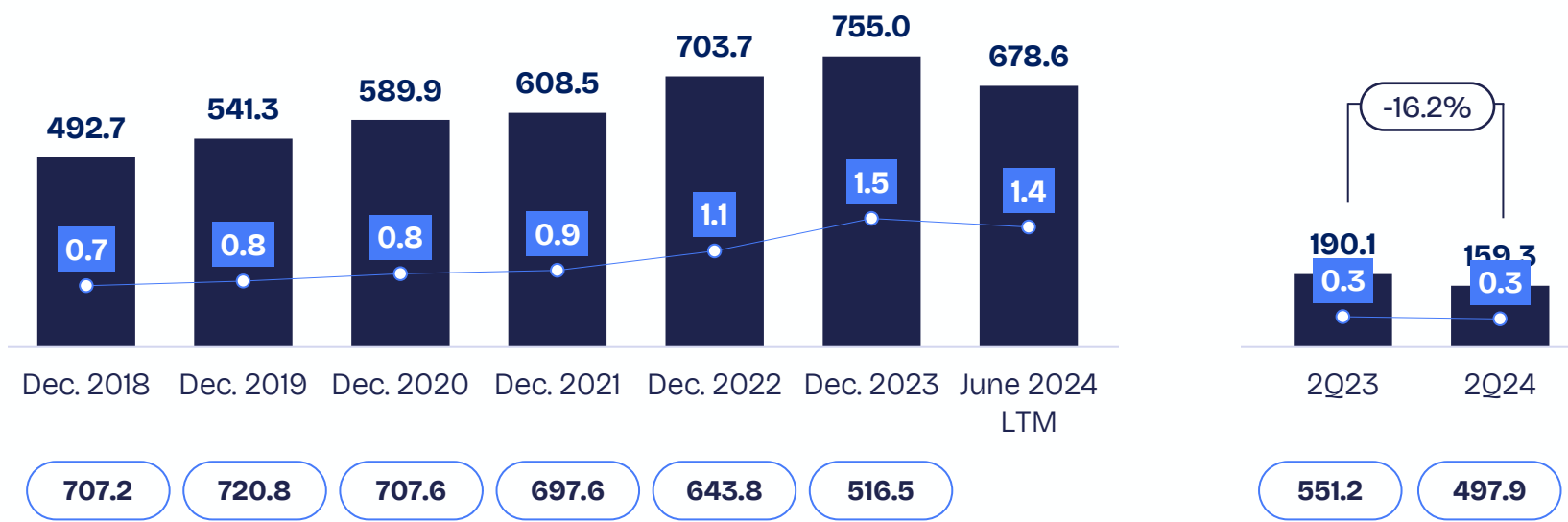
- RedSalud continues to experience strong demand for inpatient and outpatient services. During 2Q24, results were favored by a more complex inpatient mix and higher activity in dental services, lower impairments and higher operational efficiency

LOWER REVENUES DUE TO THE ADJUSTMENT IN THE GES PREMIUM ALONG TO THE DECLINE IN BENEFICIARIES

CONSALUD REVENUES

Ch\$ bn.

■ Consalud Revenues ○ Average Revenues per Beneficiarie



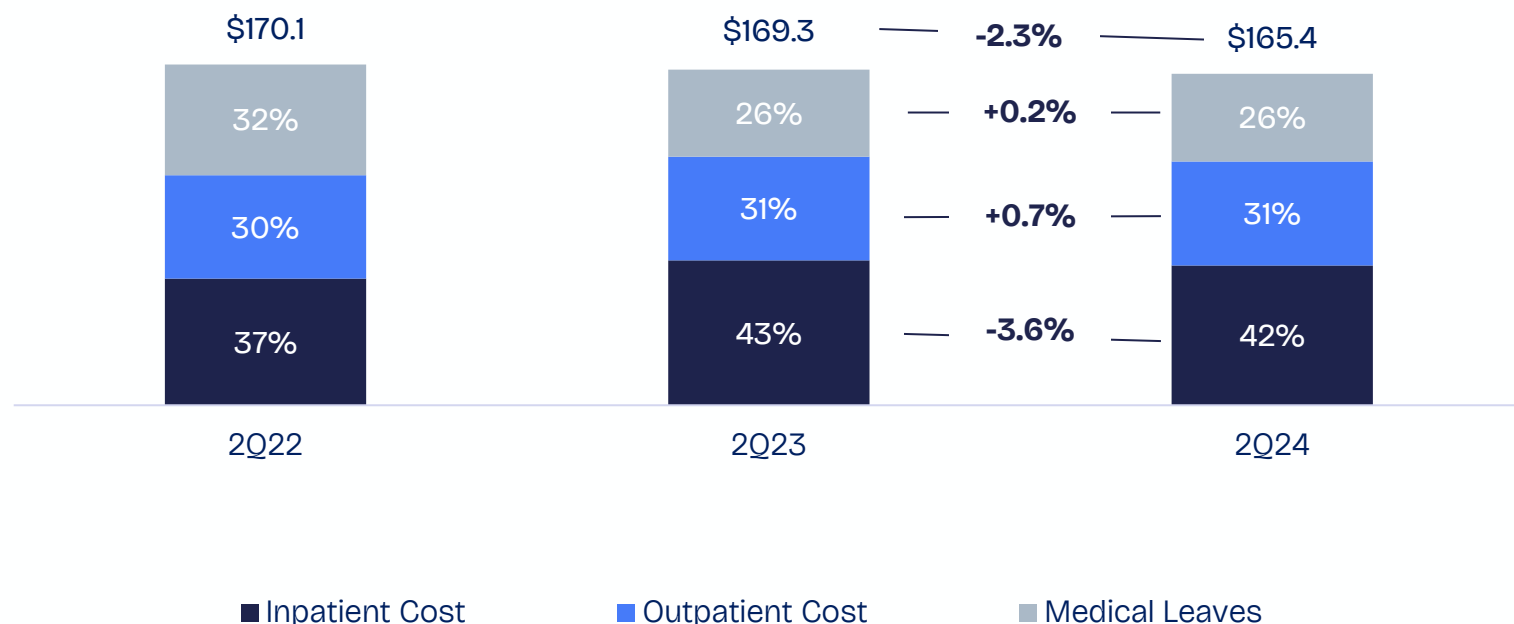
Consalud Beneficiaries (Th. of People)

- As of June 2024, **industry beneficiaries decreased** by 7.8% YoY, while the number of Consalud beneficiaries declined by 9.7%
- Revenues** were affected by the **adjustment in GES premiums** and a decline in beneficiaries. The **reduction in GES rates** led to a 2.9% QoQ decrease in the average contribution per beneficiary, offset by a 7.6% base rate increase.

LOWER IMPATIENT COSTS DRIVEN BY A DROP IN THE NUMBER OF BENEFICIARIES

Ch\$ bn.

CONSALUD'S COST BREAKDOWN

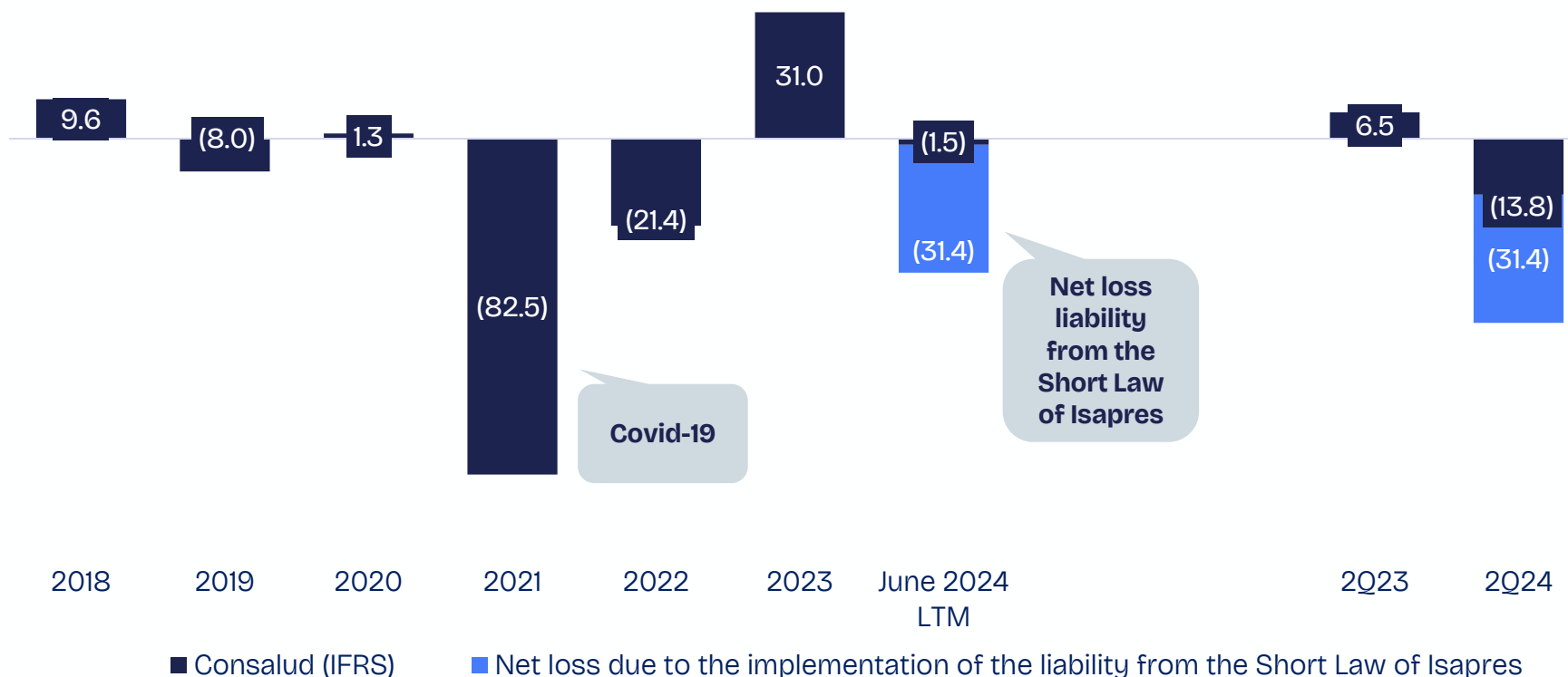


- Cost **decreased** by **2.3% QoQ** mainly due to a **3.6% reduction** in total **inpatient costs**, partially offset by higher outpatient and medical leave costs
- The number of **medical leaves** related to COVID-19 and mental health decreased, but the average costs for mental health have increased

LOSS DUE TO ACCOUNTING LIABILITY UNDER IFRS STANDARDS.

LOWER GES PREMIUM, PARTIALLY OFFSET BY LOWER INPATIENT COVERAGE COSTS.

CONSALUD'S PROFIT (LOSS) EVOLUTION

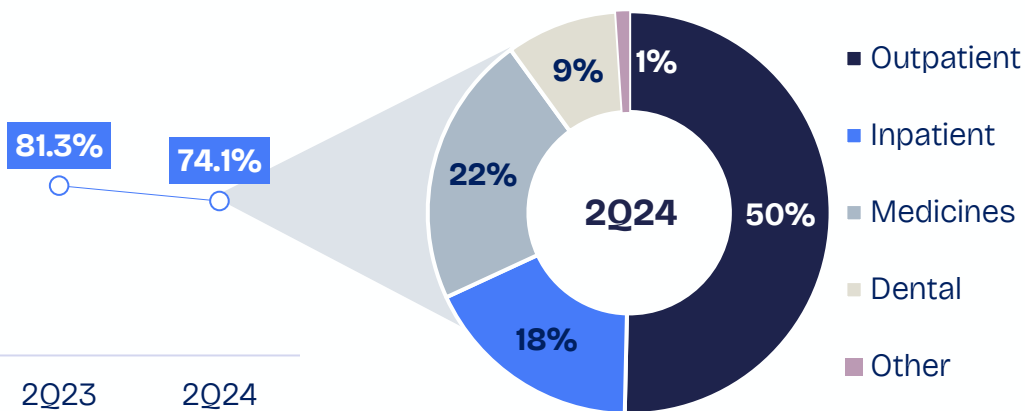
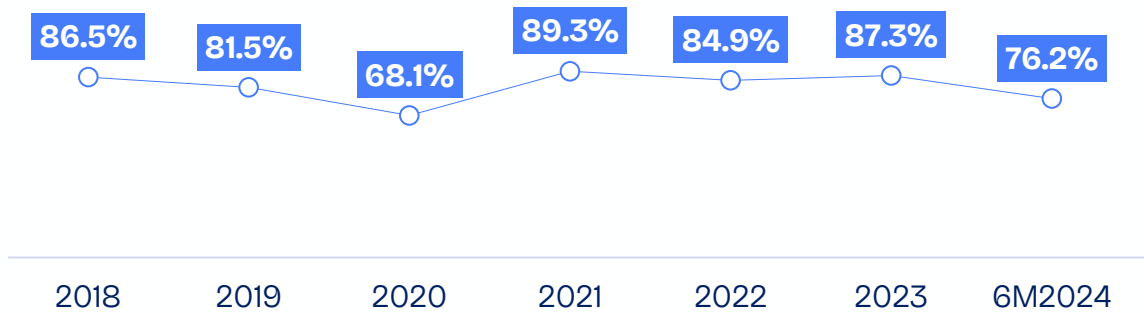


Source: Consalud

- The accounting of the liability associated with the refund, under IFRS accounting standards, amounted to **Ch\$31.4 billion (net of deferred taxes)**, which **has no impact on the capital or guarantee requirements at the Isapre level**.
- Excluding the effect, Consalud's **loss amounted to Ch\$13.8 billion**, mainly explained by lower revenues resulting from a reduction in the GES tariff in January 2024, partially offset by a decrease in costs related to medical leave and inpatient coverages.

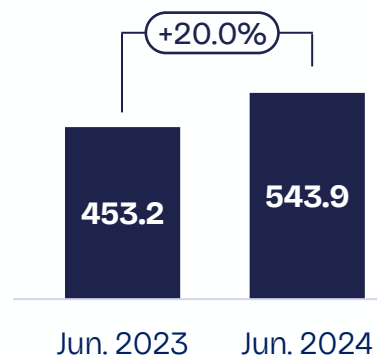
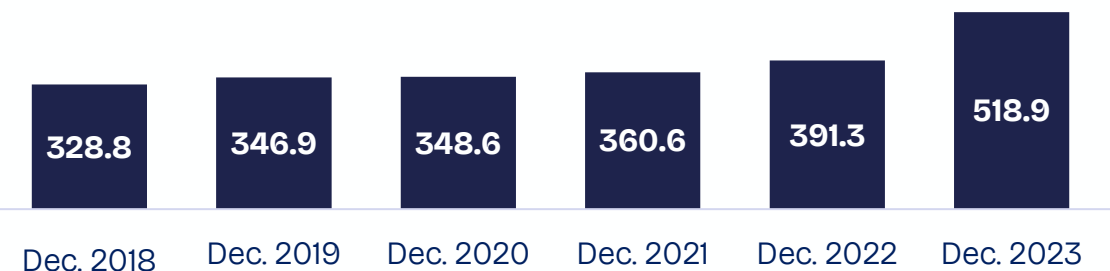
HIGHER RESULT IN HEALTH INSURANCE DRIVEN BY GROWTH IN BENEFICIARIES

VIDA CÁMARA LOSS RATIO



Th. People

VIDA CÁMARA BENEFICIARIES

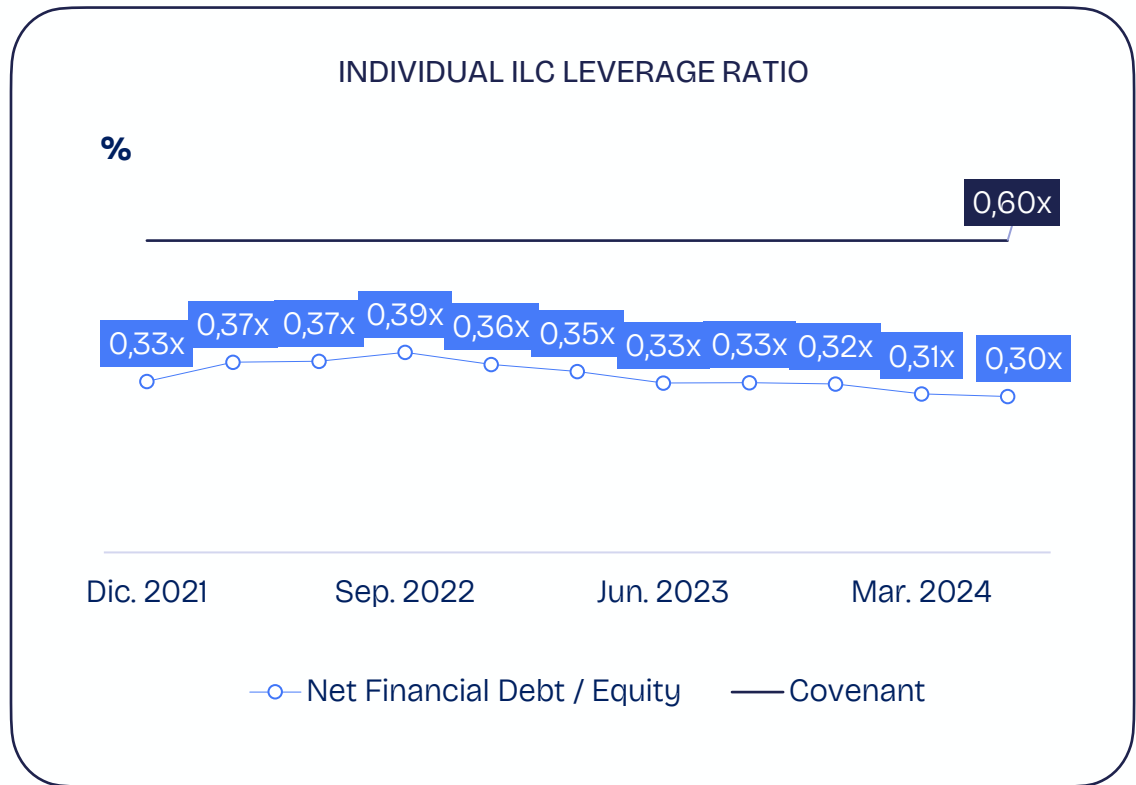


- Vida Cámara's contribution margin for health and life insurance increased by Ch\$4.7 billion compared to 2023 due to **lower loss ratio**.
- Premium income grew by 48.1% aligned with the **increase in beneficiaries and lower account receivables deterioration**

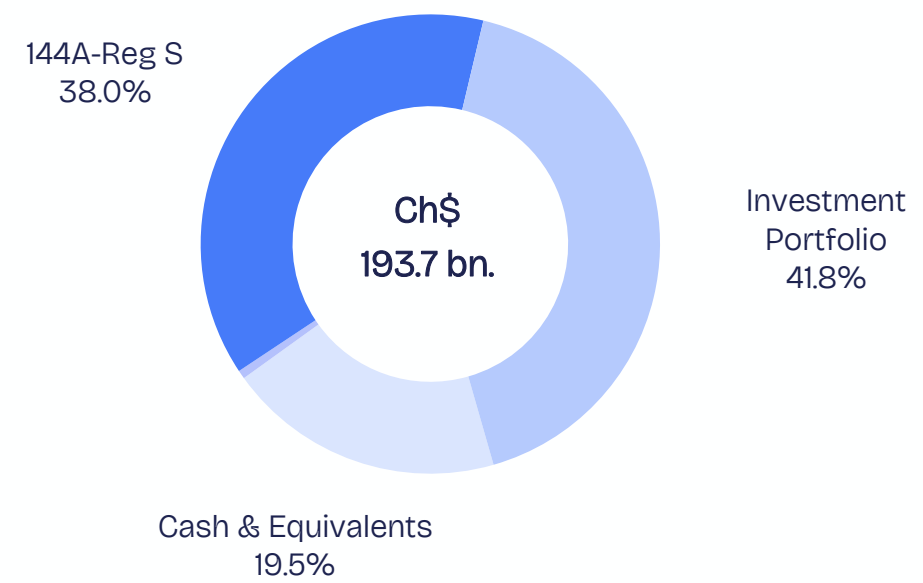
Source: CMF, AACH, Vida Cámara

Chapter 04 | Financial Position

WELL-MANAGED DEBT MATURITY AND LIQUIDITY POSITION



LIQUIDITY POSITION (JUN-2024)



Total Net Debt
June 2024
Ch\$ 325.4 bn.

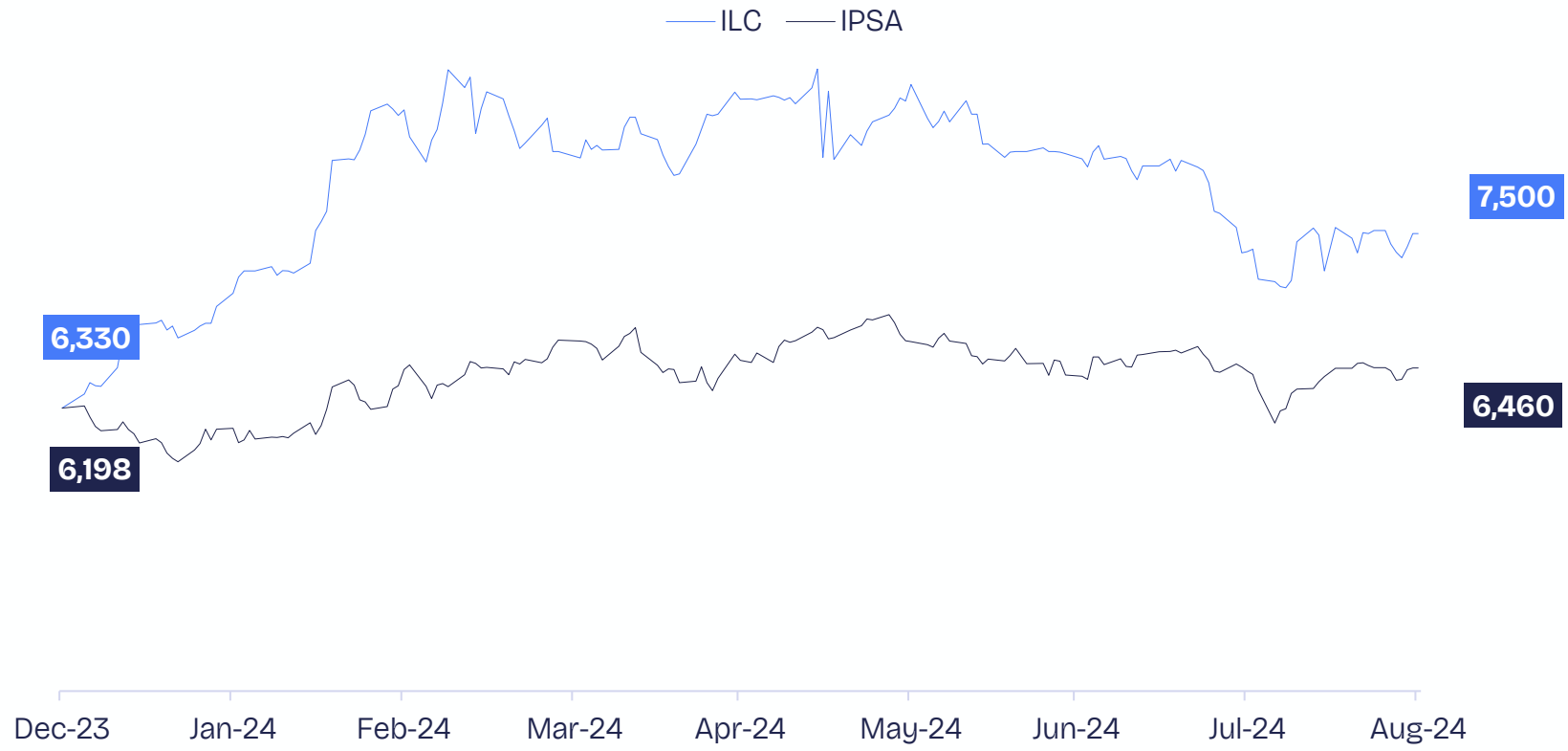
NFD / Equity
June 2024
0.30x

SEP
/2024

Source: ILC

OUTPERFORMING IPSA YTD

ILC STOCK PRICE VS IPSA INDEX



- Stock return: +18.5%
- Dividends: +7.1%

- Index return: 4.2%

Chapter 05 | Wrap-up and Conclusions

WRAP-UP AND CONCLUSIONS



SEP
/2024

- Higher revenues from adjustments and financial operations were driven by the growth of the commercial and consumer loan portfolio
- Increased operating expenses due to the consolidation of Autofin

- Growth in individual life insurance and annuity revenues
- Higher investment result mainly explained by Fixed Local Income, Real Estate and Investment Funds

- Fees revenues were driven by an increase in average income per contributor
- Lower legal reserve returns due to the performance of financial markets during the quarter

- Improved profit driven by higher revenues and increased legal reserve returns at AFP Habitat Perú and Colfondos

- A more complex inpatient mix, combined with increased activity in dental services, improved its performance

- Increase in beneficiaries and lower account receivables deterioration

- Losses were primarily driven by lower revenues due to the adjustment in the GES premium, partially offset by reduced inpatient costs

- Awarded a portion of SISCO #7

- The company maintains a strong financial position, with its results primarily driven by its subsidiaries: Confuturo, Banco Internacional, and AFP Habitat

Source: ILC



ilc Conference Call
2Q - 2024