

ILC 2Q22

RESULTS PRESENTATION



September 1st, 2022



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.

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01 6M22 Consolidated
Results

02 Focuses by
Division

03 Financial
Position



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6M22 VS 6M21: MAIN TRENDS



1. Higher inflation and rates



2. Increase in the number of people retiring



3. Salary base recovery



4. Higher healthcare demand with a different mix of services



5. Covid-19 still pressures loss ratio



6. End of the extended maternity leave program

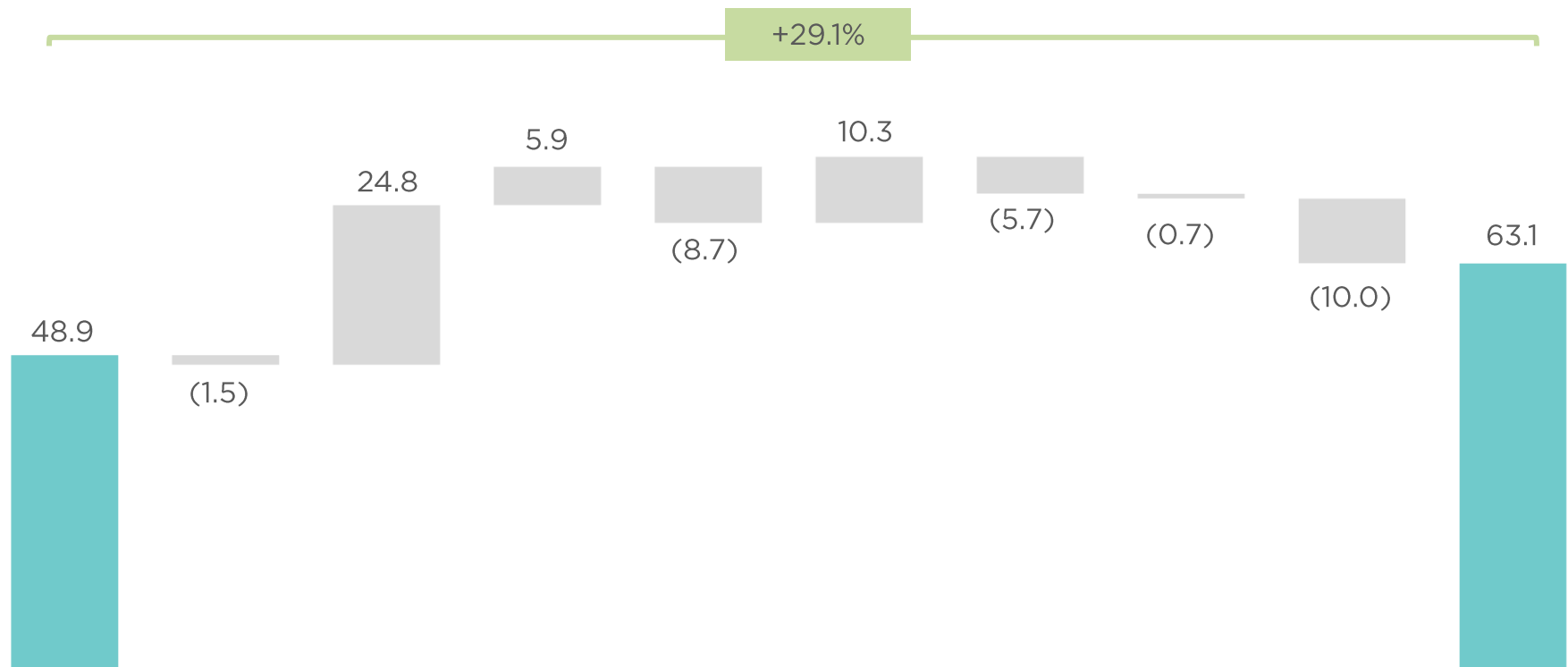


QoQ: LOWER GLOBAL INVESTMENT RETURNS AND COVID-19 STILL PRESURES HEALTH LOSS RATIOS



Variation in ILC's Profit by Subsidiary

Ch\$ bn.



Profit
6M21



confuturo



ILC
Standalone
and Others

Profit
6M22

(1) Includes AAISA
Source: ILC

01 6M22 Consolidated
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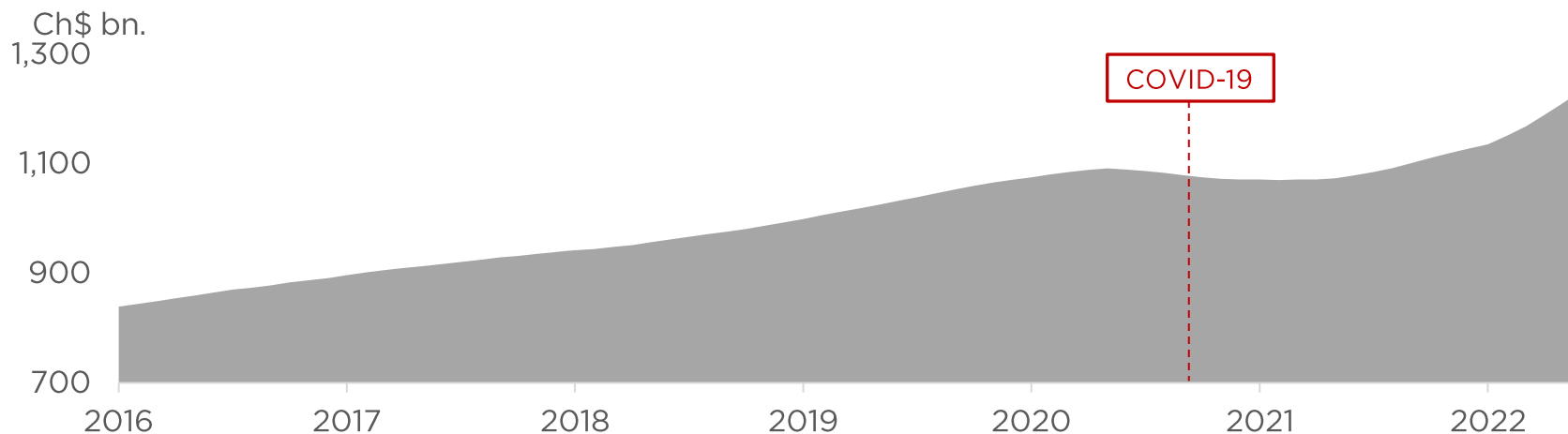
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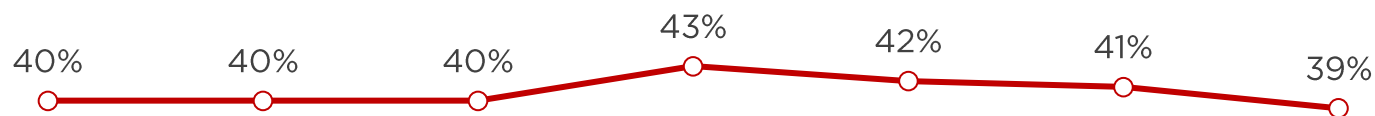


RECOVERY OF SALARY BASE, TOGETHER WITH SG&A EFFICIENCY

Salary Base - AFP Habitat Chile



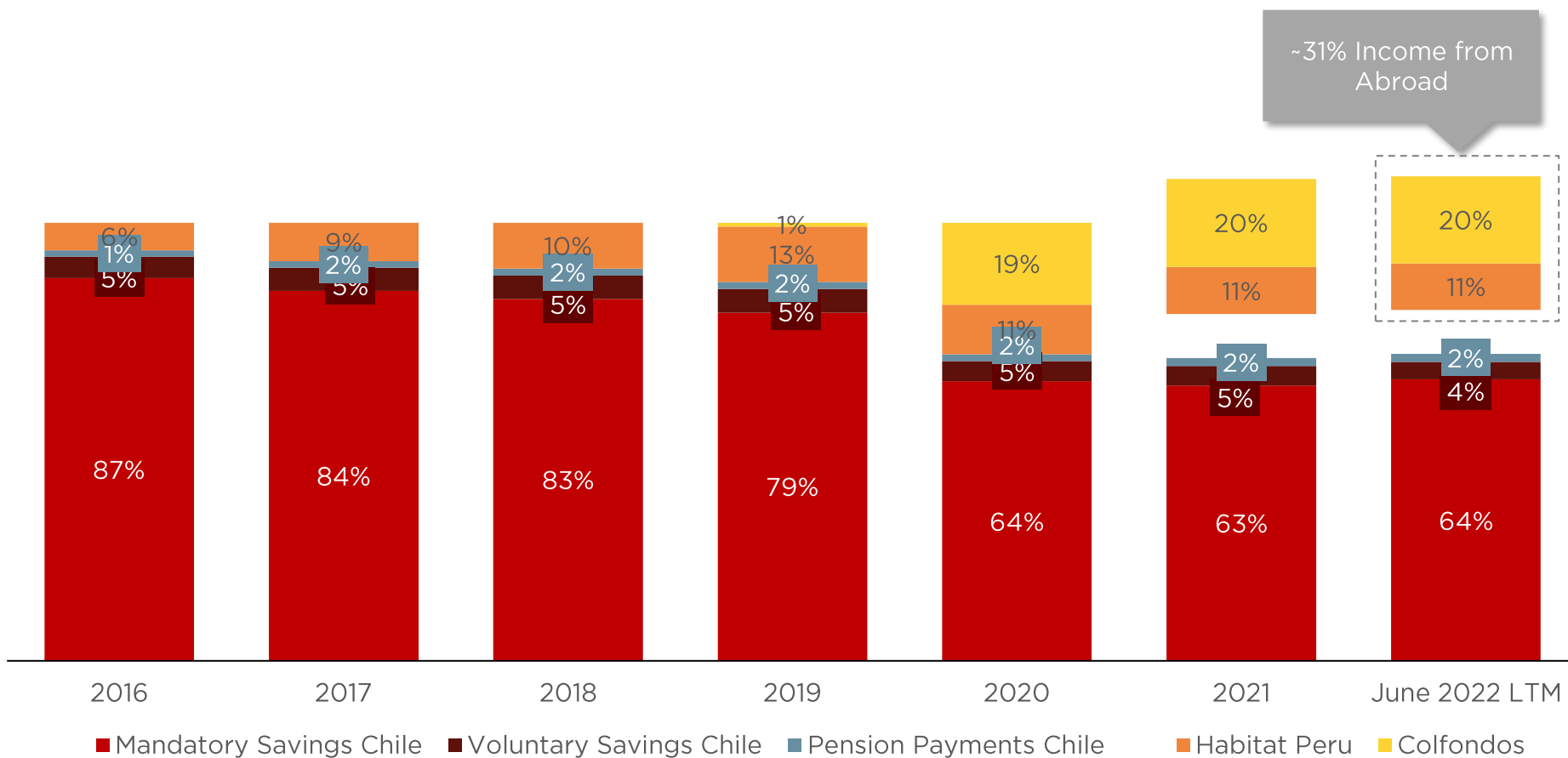
Operating Expenses / Revenue: Chile, Peru, Colombia



Year	2016	2017	2018	2019	2020	2021	June 2022
Sales Staff	569	670	778	769	730	619	536

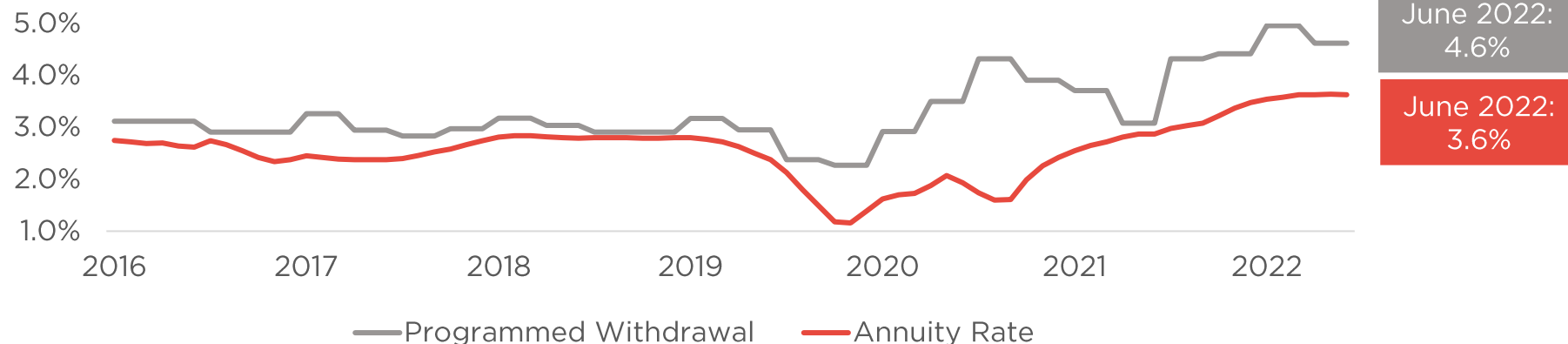
INTERNATIONAL OPERATIONS GAINING RELEVANCE

Revenue Diversification

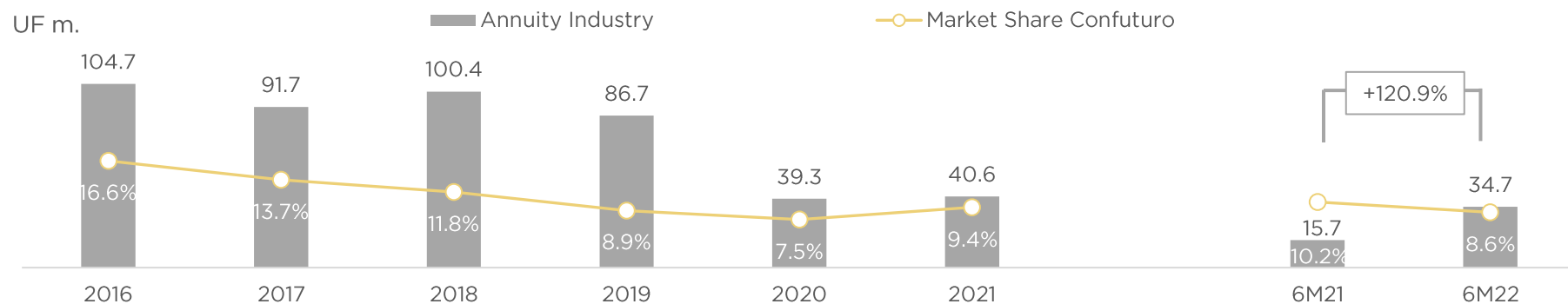


NEW RETIREES: PROGRAMMED WITHDRAWAL VS ANNUITY

Annuity Rate vs Programed Withdrawal Rate



Annuity Premium (Industry) & Confuturo Market Share (UF m.)



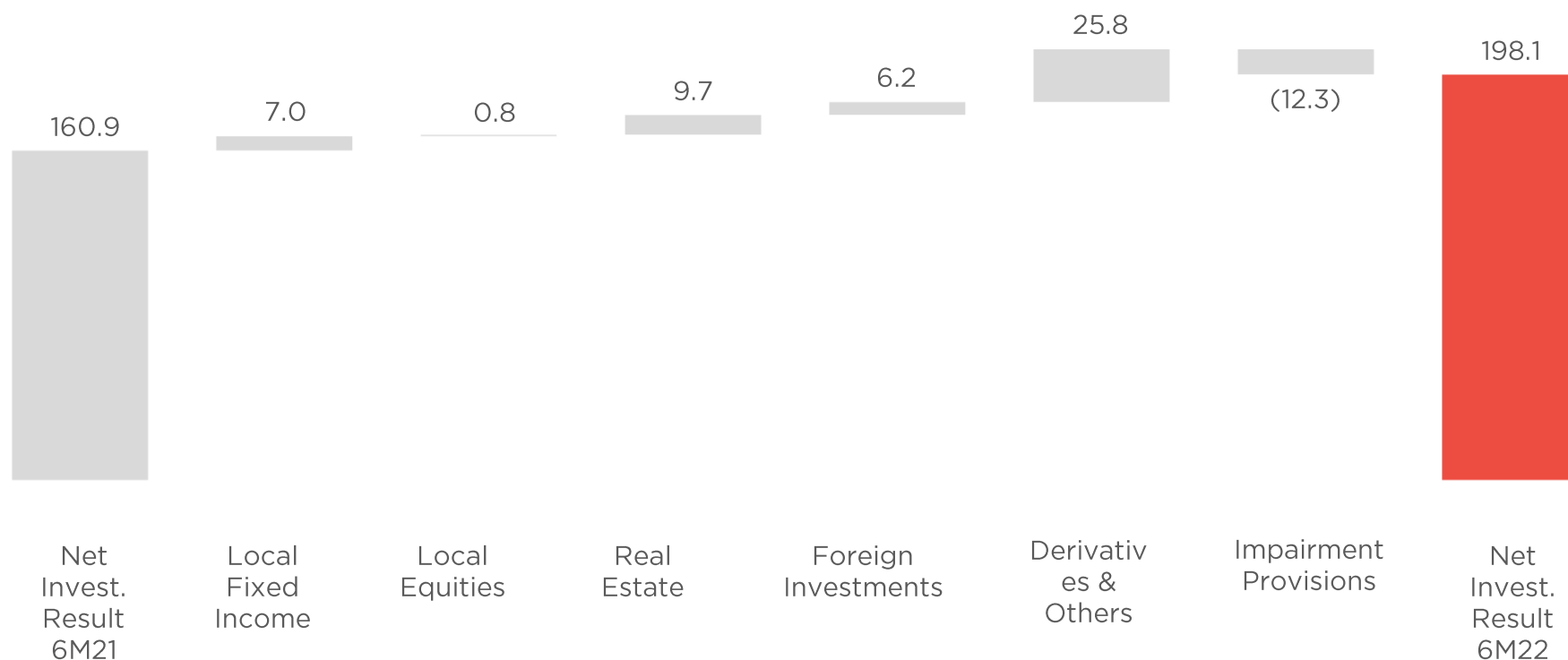
**Industry
Changes
2022:**

Guaranteed universal pensión (PGU) reduced the requirement to ask for a life Annuity from a self-financed pensión of approximately UF 5 to UF 3

BETTER PERFORMANCE OF INVESTMENT FUNDS AND REAL ESTATE INVESTMENTS

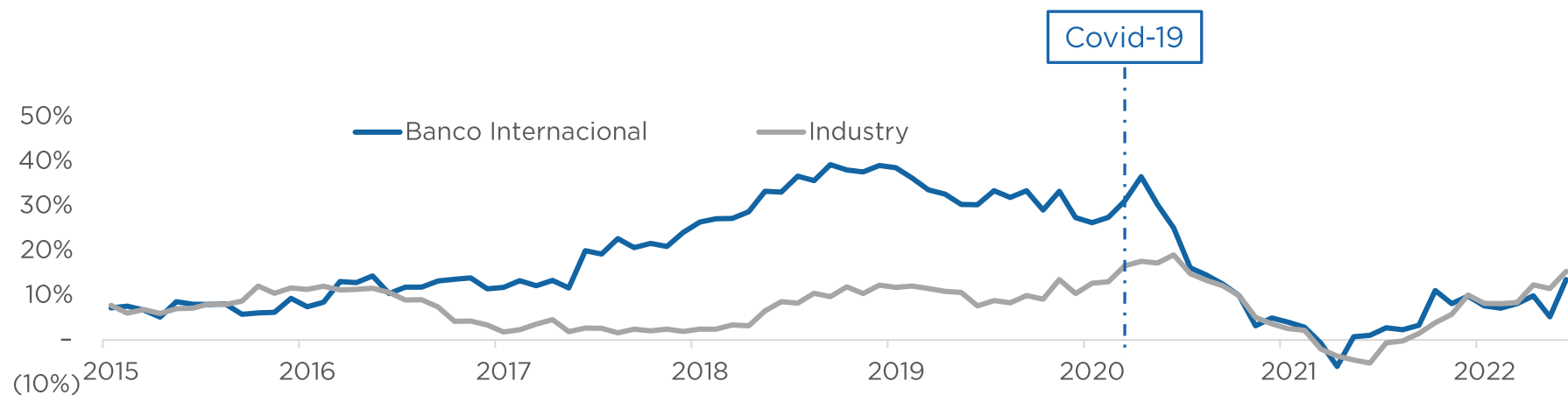
Net Investment Result (Excluding CUI)

Ch\$ bn.

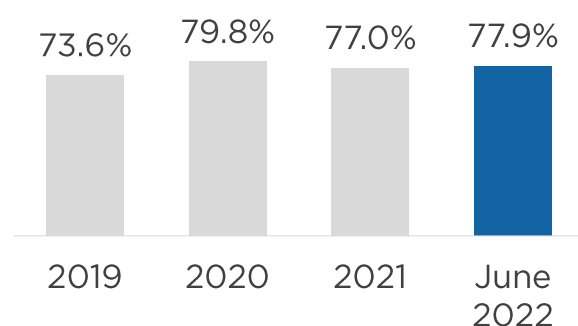


GROWING AT INDUSTRY LEVELS, WITH A SOUND BALANCE SHEET

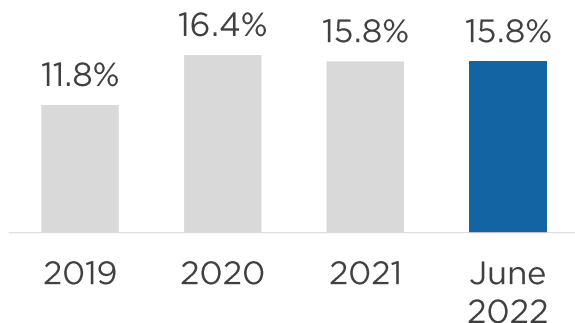
Annual Loan Growth (%)



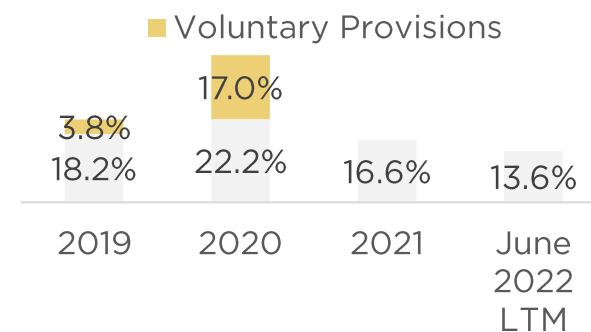
Increasing Collateral Coverage



Improving Basel Index



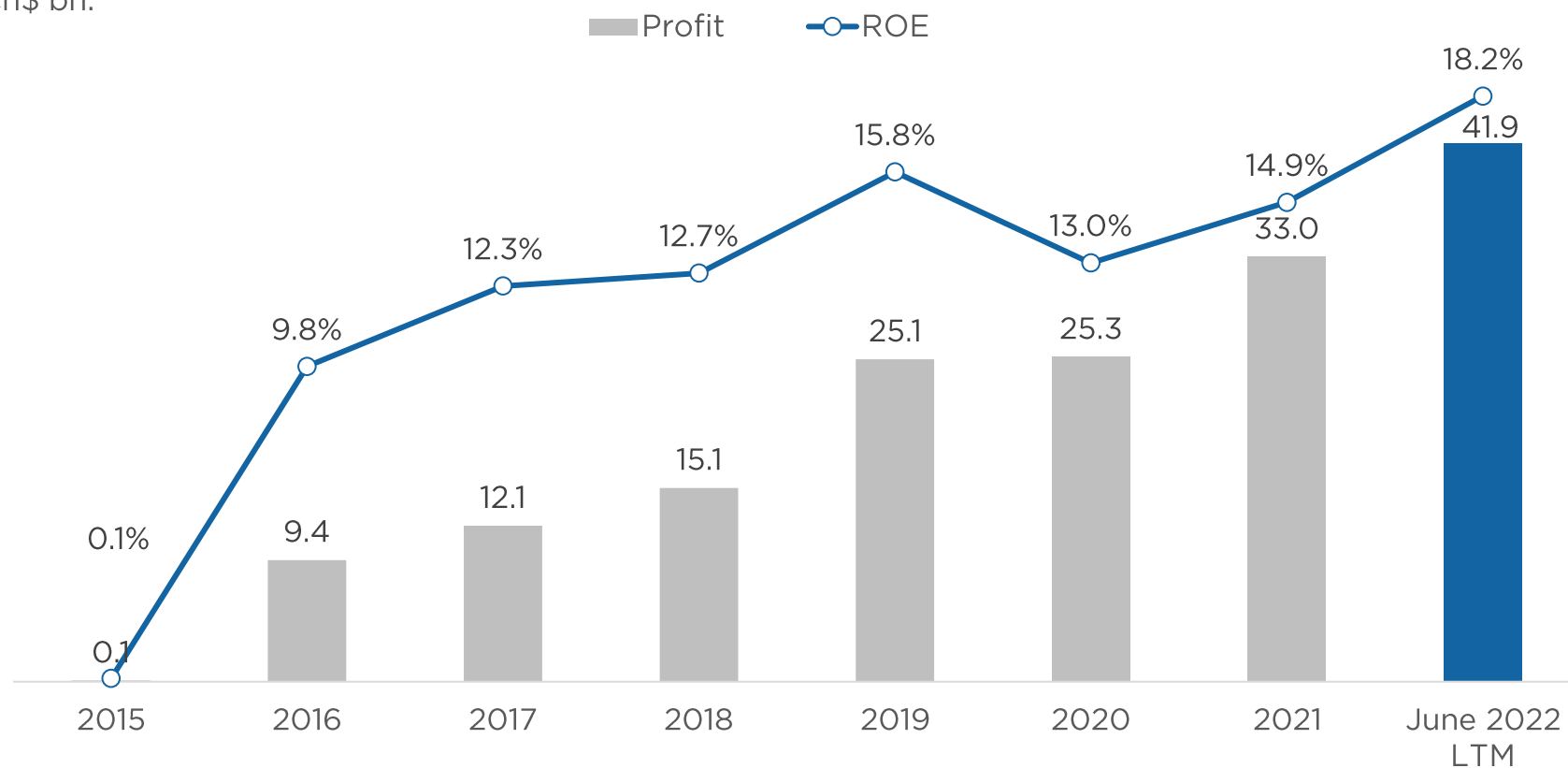
Risk Expenses / Gross Operating Result (%)



QUARTERLY RECORD HIGH INCOME

Profit & ROE (%) Evolution

Ch\$ bn.



INCREASING PRESENCE IN RETAIL BANKING

Recent Expansions & Innovations

- Creation and implementation of **100% digital products** for both clients and non-clients:
 - Term Deposits
 - Commercial Loans
 - Consumer Loans



Consumer Loans for non-clients during 2021:

1st in the Industry
offering this
product

US\$ 2 million in
loans

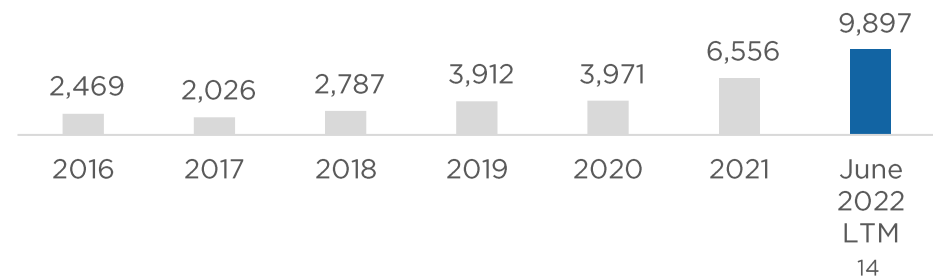
60% growth in
consumer loans

48,502 quotes

More than 200
loans

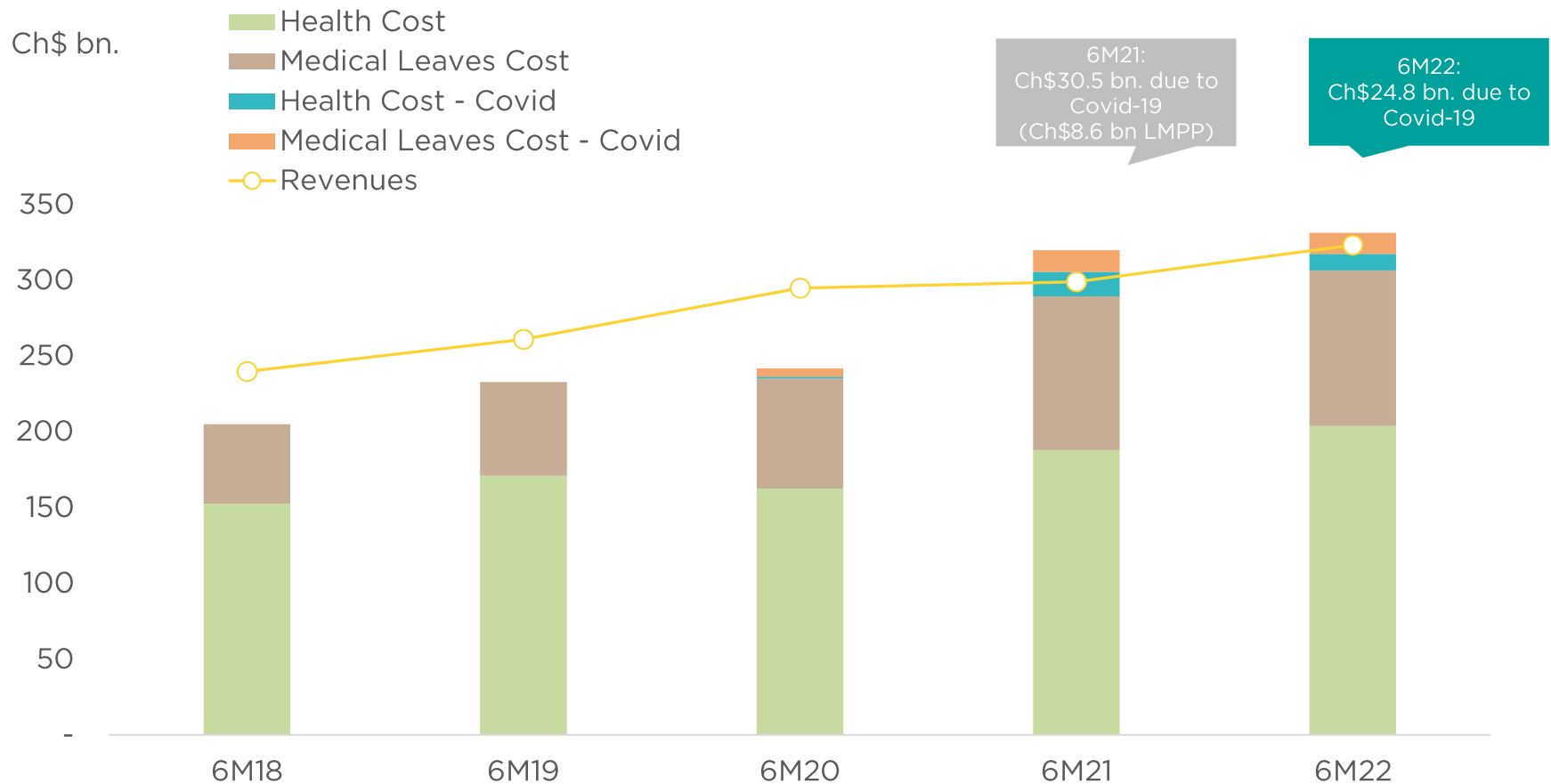
Interest Income from Non-SMES Segment

Ch\$ million



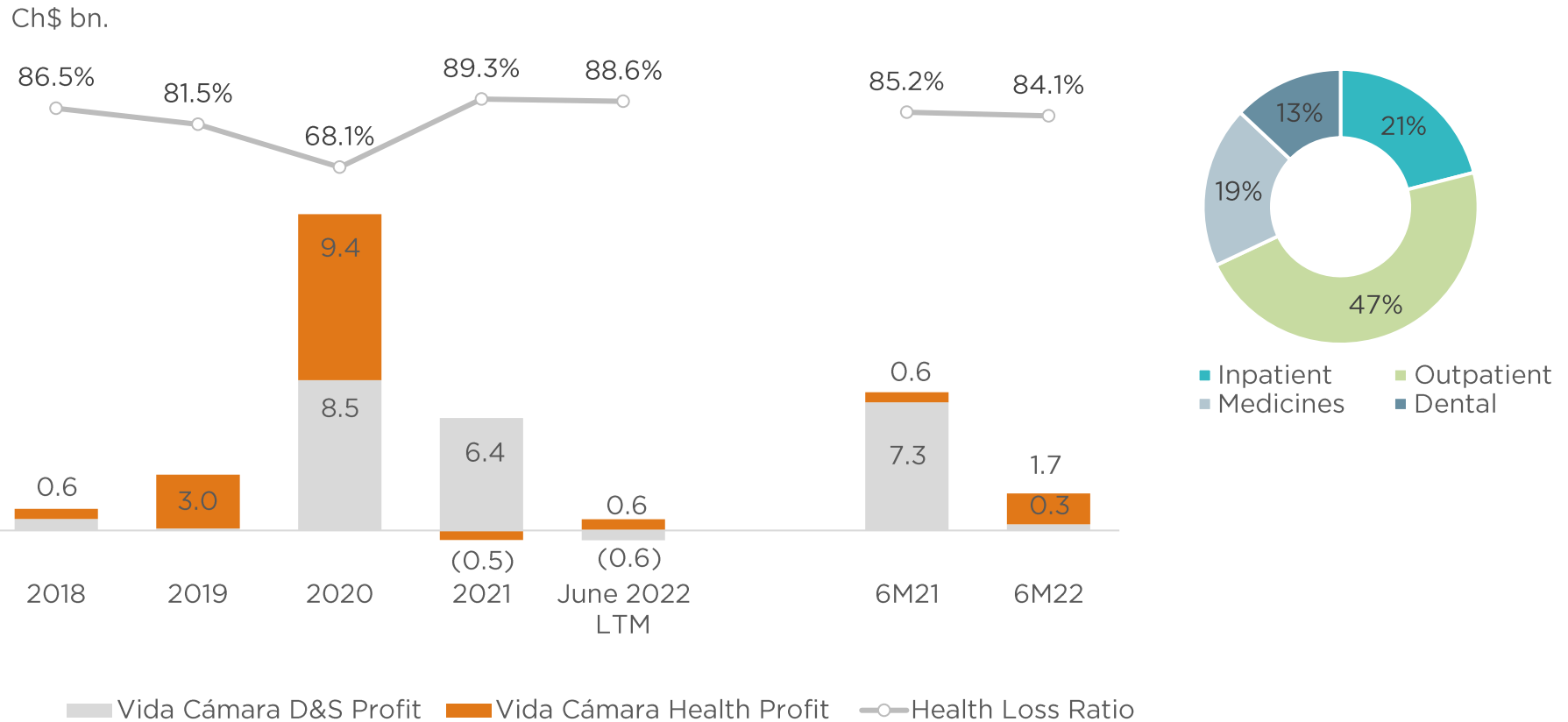
COVID STILL PRESSURING MARGINS, SHADOWING OPERATIVE IMPROVEMENTS

Evolution of Revenue & Cost Consalud



END OF THE D&S TENDER, PARTIALLY OFFSET BY A HIGHER RESULT IN HEALTH AND LIFE INSURANCE

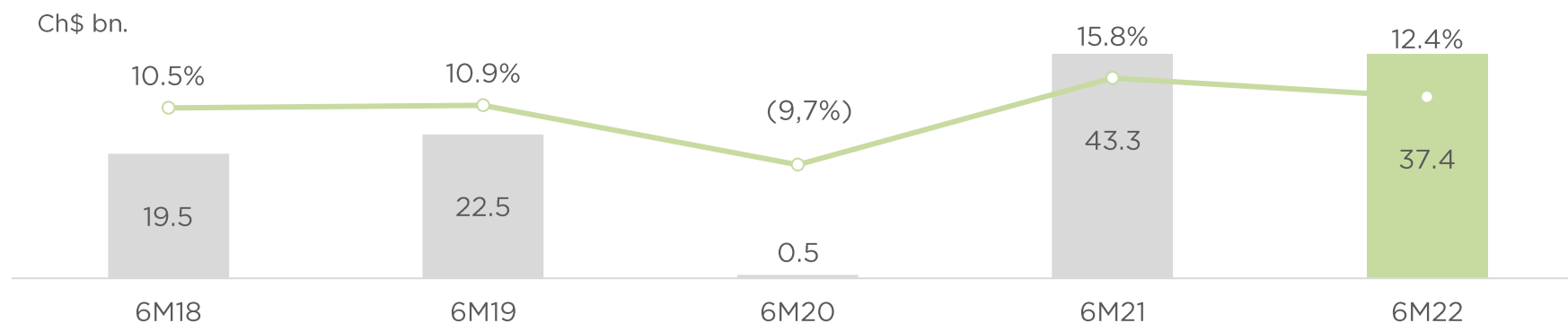
Evolution of Profit & Loss Ratio



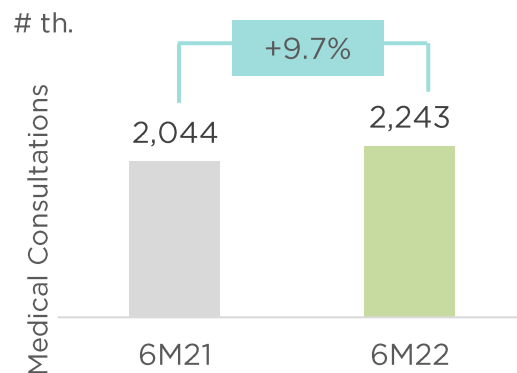
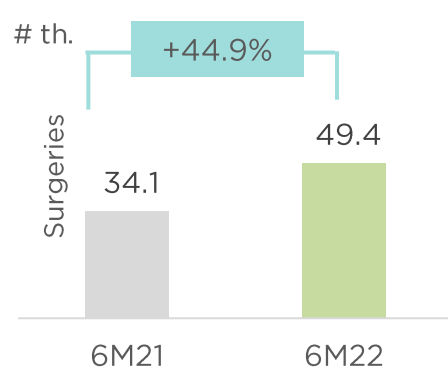
HIGHER ACTIVITY WITH A LESS COMPLEX MIX

- Greater demand for outpatient services and surgeries, with a less complex benefit mix.

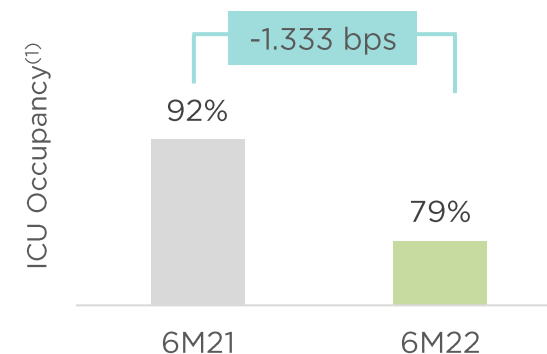
Ebitda & Ebitda Margin Evolution



Activity Levels



Less Complex Occupancy



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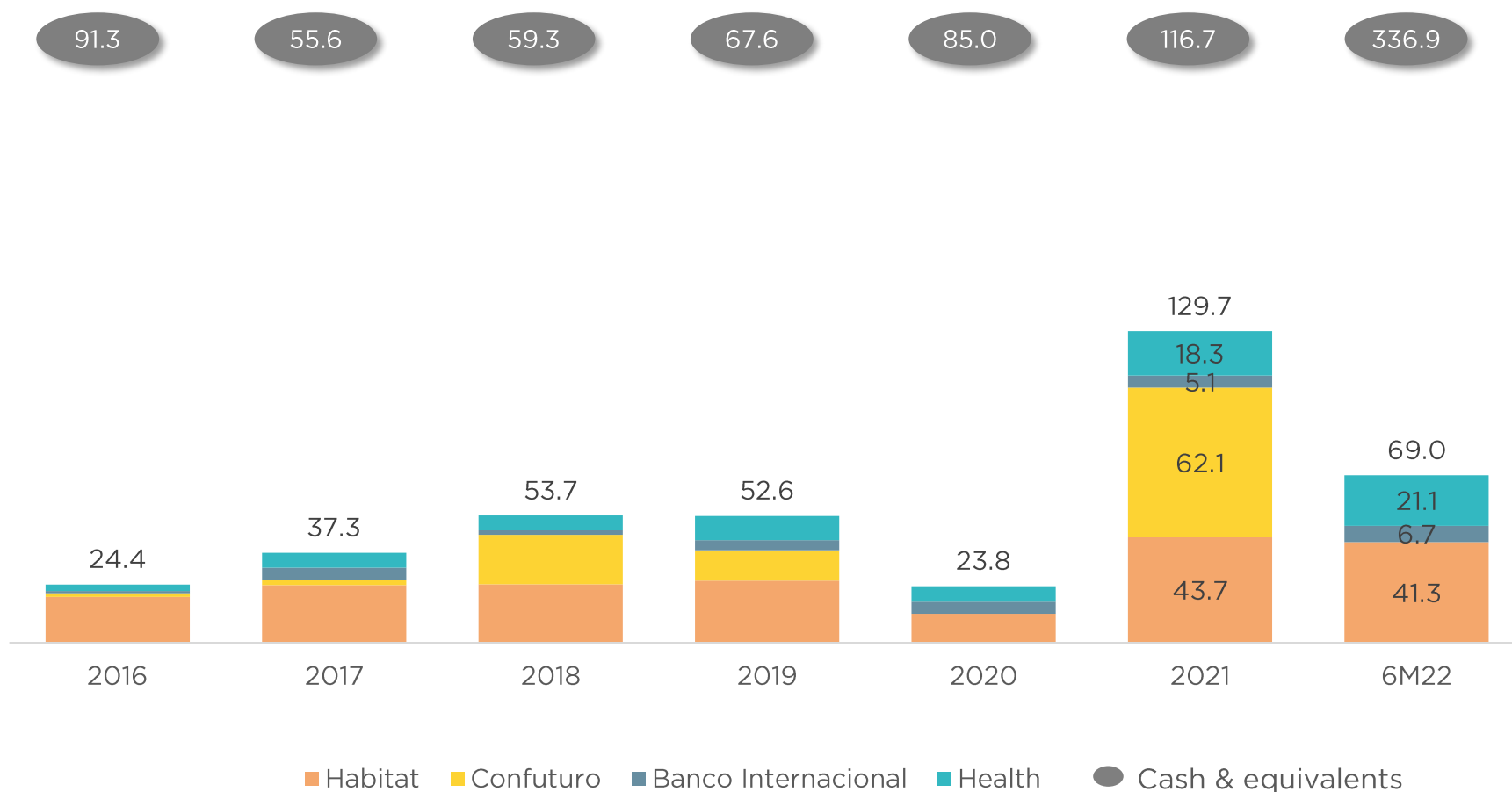


CONSISTENT AND DIVERSIFIED DIVIDEND INFLOW



Cash & Equivalents and Dividends Received by ILC

Ch\$ bn.



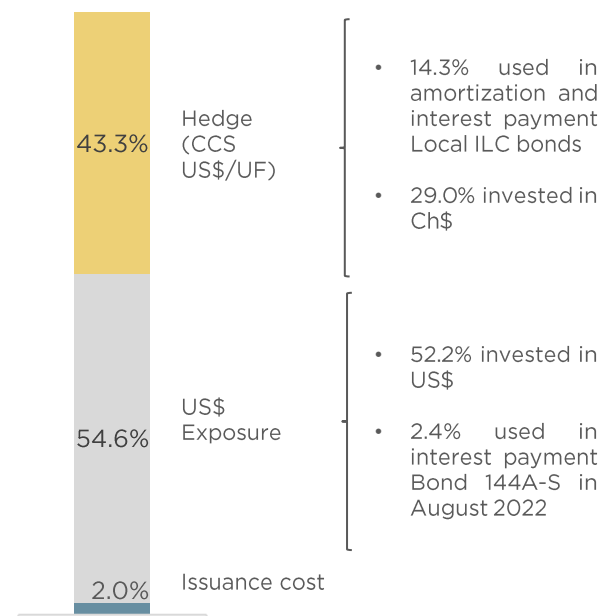
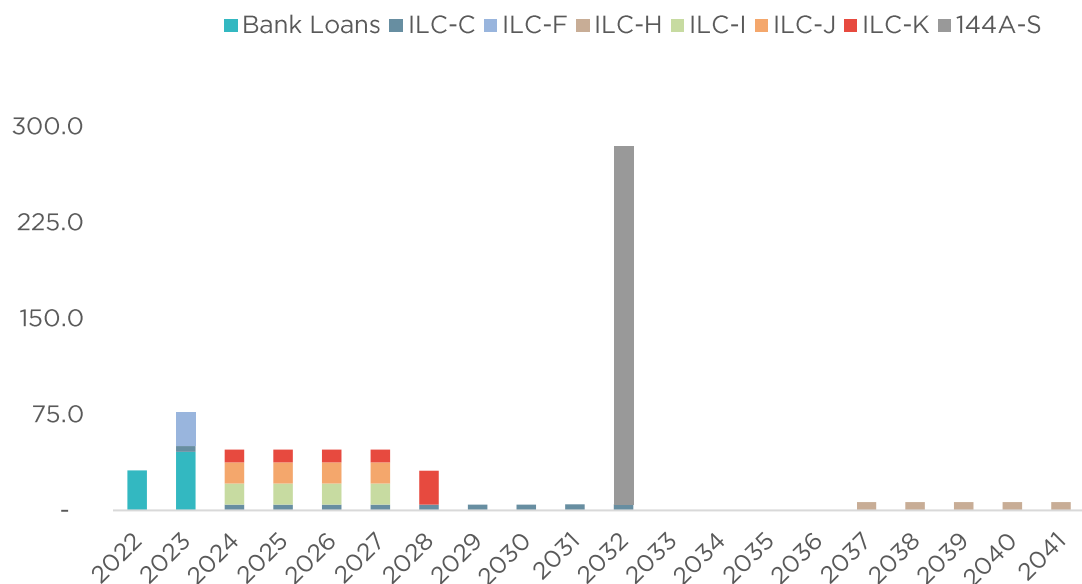
MANAGEABLE AMORTIZATION PROFILE



Amortization Profile and Liquidity Position ILC

144A-S use of proceeds⁽¹⁾

Ch\$ bn.



2Q22
Figures:

Cash & Cash Equivalents
CLP\$336.9 bn.

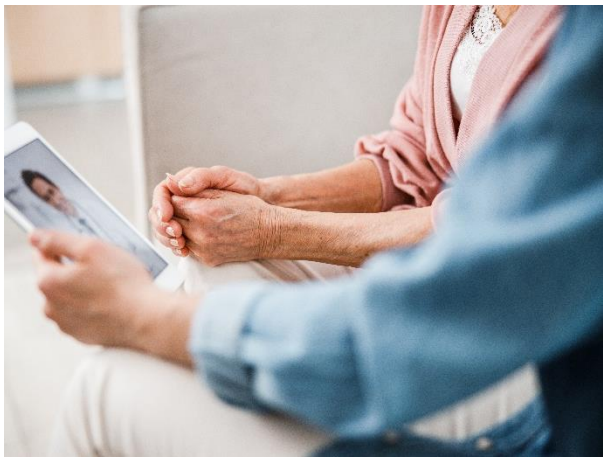
Total Net Debt
CLP\$314.3 bn.

NFD / Equity
0.37x

(1) As of August 2022

Note: USD figures converted to CLP using a FX rate of 788.0 CLP/USD, as of March 31, 2022.

Source: ILC



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Q&A

September 1st, 2022

