



ilc EARNINGS REPORT
MARCH 2024

MAY
/2024

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Forward-looking Statements

This earnings release may contain forward-looking statements. Such statements are subject to risks and uncertainties that could cause ILC's current results to differ materially from those set forth in the forward-looking statements. These risks include: regulatory, market, operational and financial risks. All of them are described in ILC's Financial Statements, Note 5 ("Administración de Riesgos").

In compliance with the applicable rules, ILC publishes this document on its web site (www.ilcinversiones.cl) and files the Company's financial statements and the corresponding notes with the Financial Market Commission, which are available for consultation and review on its website (www.cmfchile.cl).

Conference Calls

Date: May 29th, 2024
10:00 AM Stgo. / 10:00 AM ET
Webcast [link](#)

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MANAGEMENT COMMENTS



As of March 2024, ILC reported a profit of Ch\$59,252 million, primarily driven by the performance of its financial subsidiaries, specifically Confuturo, AFP Habitat, Banco Internacional, and Vivir Seguros.

Banco Internacional showed a 21.9% increase in loans QoQ explained by the organic growth of its commercial and consumer portfolios, along with the acquisition of Autofin and the consolidation of its automotive loan portfolio. The banking industry, on the other hand, grew by 6.5%. Higher interest and adjustment income resulted in a quarterly profit of Ch\$14,748 million, 18.4% higher than the same period of the previous year. The organization maintains its focus on growth, monitoring risk and solvency reaching an annualized ROAE of 18.7%, along with a capitalization level of 15.2% (in line with Basel III standards).

With respect to **Confuturo**, the annuities market maintained the high dynamism experienced during 2023, with annuity premiums growing 9.2% QoQ, in line with market growth. Additionally, the better performance of its equity portfolio and investment funds allowed it to achieve a profit of Ch\$27,616 million, compared to Ch\$13,269 million during 1Q23.

Regarding **AFP Habitat**, the better performance of financial markets boosted the performance of pension funds, resulting in reserve earnings of Ch\$25,394 million. Furthermore, its income grew in line with the increase in the average taxable income of its contributors, partially offset by a 3.6% decrease in its affiliates portfolio. Consequently, the Company achieved a profit of Ch\$46,597 million, compared to Ch\$26,218 million during 1Q23.

In the **health sector**, **RedSalud** increased its revenue by 8.4%, primarily driven by a better mix of hospital activity, with a revenue growth of 12.6%. Outpatient activity, on the other hand, grew by 6.1%, with increases of 18% in imaging services, 7% in medical consultations, and 4% in dental services. This resulted in RedSalud achieving a quarterly EBITDA of Ch\$20,567 million and an EBITDA margin of 11.9%, 297 basis points higher than the same period of the previous year, mainly due to a better mix and greater efficiency.

In the health insurance sector, during the first quarter of 2024, **Consalud**

reached a loss of Ch\$5,196 million, mainly related to lower income due to a reduction in the GES tariff in January 2024. It is important to highlight the agreement reached in Congress, where on May 13, the Short Law for Isapres was approved, which responds to the Supreme Court ruling of November 2022 on the change in the Table of Factors.

Vida Cámara's beneficiaries grew by 30.7% compared to March of the previous year, achieving a profit of Ch\$2,315 million.

Finally, with respect to **ILC's debt and liquidity structure**, the company achieved a net financial debt-to-equity ratio of 0.31 times. ILC maintains Ch\$241,268 million in liquid assets to meet future commitments and manages its cash through investments in instruments that allow it to reduce financial carry and avoid exposure to foreign currency.



- **ILC held its 2024 Ordinary Shareholders' Meeting.** On April 25th, 2024, ILC held its Ordinary Shareholders' Meeting. In this instance, agreements were approved, among which the following stand out:
 - a. Approval of the Balance Sheet, Financial Statements, and Integrated Report for the 2023 fiscal year.
 - b. Approval of a final dividend of Ch\$450 per share charged to the 2023 profit, which is added to the provisional dividend of Ch\$150 paid in October 2023.
 - c. Approval of the dividend policy for 2024, which consists of a total dividend between 30% of net profit and 70% of distributable profit.
 - d. Appointment of Deloitte as External Auditors for 2024.
 - e. Appointment of Feller Rate and ICR as local risk rating agencies for 2024.
 - f. Election of Board members: Patricio Donoso T., Juan Armando Vicuña M., Antonio Errázuriz R., Iñaki Otegui M., Michele Labbé C., Rene Cortázar S., and Fernando Coloma C. The last two members were elected as independent directors. The compensation policy was also approved for the board members, the directors' committee, the risk committee, the investment committee, and the sustainability committee.
- **Confuturo approved a capital increase plan.** To finance its growth and maintain its solvency indicators, on April 23rd, at an Extraordinary Shareholders' Meeting, the Insurance Company approved a capital increase plan of up to Ch\$74.455 million.
- **Capital increase in Vivir Seguros.** During the period, ILC has made capital contributions to its subsidiary Vivir Seguros totaling Ch\$2.424 million.
- **Vivir Seguros wins a portfolio fraction in Tender No. 7 SISCO.** Vivir Seguros won a fraction of a total of seven fractions of the SISCO portfolio, with an acquisition rate of 1.73%.
- **Short Law of Isapres.** On May 24th, 2024, the Short Law of Isapres was enacted in response to the Supreme Court ruling of November 2022 regarding the change in the Factors Table. The main aspects of the law are:
 - a. Adjustment of price to the Single Factors Table contained in Circular No. 343, effective from September 1st, 2024.
 - b. Isapres may not offer plans with prices lower than the value of the legal contribution.
 - c. Isapres will have one month (extendable once) to present, subject to the approval of the Superintendency, their payment and adjustment plan, including a proposal for refunds for using tables different from those of Circular No. 343, with a maximum term of 13 years and the incorporation of an extraordinary premium considering an increase in the contribution that does not exceed 10% of the one agreed upon in July 2023.
 - d. Prohibition on dividend distribution by Isapres while maintaining liabilities under the Single Factors Table.
 - e. For the next 3 years, Fonasa costs will not be considered in the calculation of the ICSA.
 - f. Creation of an Advisory Council for Pension Insurance, responsible for advising the Superintendency on the presentation, evaluation, and approval of Isapres payment and adjustment plans. This council will issue non-binding technical opinions.
 - g. Incorporation of complementary insurance through a Complementary Coverage Modality (MCC) for Fonasa affiliates in groups B, C, and D. This insurance will require the payment of an additional premium and will be managed by an insurance company selected through a public bidding process.
 - h. Granting new powers to the Superintendency of Health for the creation and supervision of the MCC.
 - i. The Government must submit one or more bills to Congress in 2024 to reform the health system.

EXECUTIVE SUMMARY



- **ILC profit for the first quarter of 2024 reached Ch\$59,252 million**, compared to Ch\$34,878 million recorded in the same period last year. The quarterly variation was mainly explained by better results in its financial subsidiaries, partially offset by lower results in Consalud due to reduced revenues as a consequence of the GES tariff decrease.
- **Banco Internacional** increased its profit by Ch\$2,290 million (QoQ) mainly due to higher net interest and adjustment income, partially offset by lower income from financial operations and higher risk provisions. As of March 2024, Banco Internacional achieved an annualized ROAE of 18.7% and recorded a solvency ratio of 15.2%.
- **Confuturo's** annuity premium revenue increased by 9.2% (QoQ) in real terms, while its investment income (excluding CUI results) increased by 38.5% (QoQ). The growth in investment income is mainly explained by better performance of local and foreign investment funds, along with better returns from local fixed income and real estate investment.
- **AFP Habitat's** operating income decreased by 0.9% (QoQ), with revenues growing in line with the increase in the average taxable income of its contributors, partially offset by a 3.6% decrease in its portfolio of affiliates. Administrative expenses increased by 11.7%, mainly due to higher sales personnel expenses. The above, along with better reserve results, led to an improvement in profit of Ch\$20,379 million (QoQ).
- **Red Salud's** EBITDA increased by Ch\$6,301 million (QoQ). The better accumulated result is mainly explained by a better mix of hospital services, higher operational efficiency, and lower impairment of accounts receivable.
- **Consalud** reported a quarterly loss of Ch\$5,196 million compared to a profit of Ch\$7,063 million recorded in the same period last year. The loss was mainly explained by lower income due to the GES tariff reduction.
- **Vida Cámara** increased its result by Ch\$1,638 million (QoQ), mainly explained by better results in health insurance due to a 30.7% increase in the number of beneficiaries and better collections.
- **Vivir Seguros** achieved a quarterly profit of Ch\$7,253 million, compared to a loss of Ch\$347 million. The better result is mainly explained by the awarding of a fraction of contract No. 7 SISCO, along with the adoption of IFRS 17 methodology starting in June 2023.

Main Figures

Ch\$ million
Net operating income (loss)
Non-operating income (loss)
Income tax expense
Minority interest
Profit (loss) - ILC
Market capitalization

3M24	3M23	% Change
47,866	53,964	-11.3%
25,952	(10,261)	-352.9%
(8,523)	(4,208)	102.5%
(6,043)	(4,616)	30.9%
59,252	34,878	69.9%
758,871	368,906	105.7%

Ch\$ million
Standalone net financial debt
Equity attributable to owners of the company
Individual net financial debt / Total equity
ROAE⁽¹⁾

March 2024	December 2023	% Change
315,223	319,182	-1.2%
1,032,555	984,209	4.9%
0.31x	0.32x	-5.9%
21.4%	19.6%	178 bps

⁽¹⁾ LTM profit / average equity



NET RESULTS ANALYSIS



- Year to date (3M24 – 3M23)**

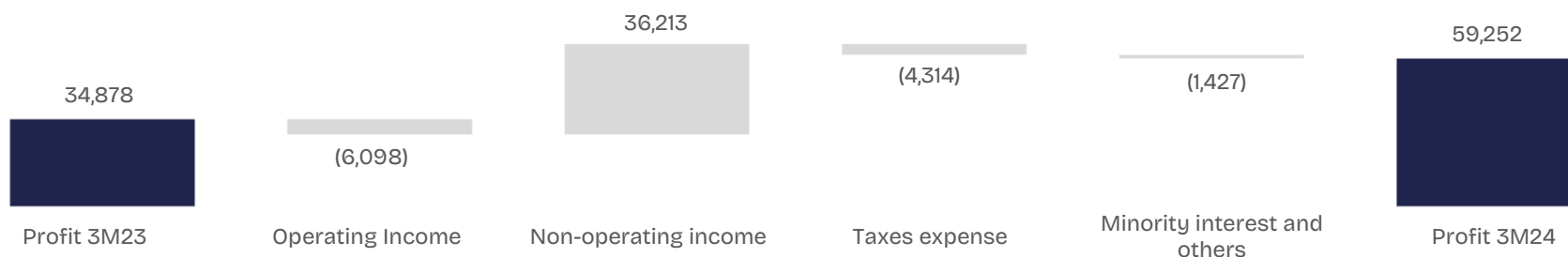
ILC reported **profit** of **Ch\$59,252 million** for the first quarter of 2024, compared to profit of Ch\$34,878 million for the same period last year. This increase was attributed to improved net operating and non-operating income, partially offset by higher tax expenses.

As for the decrease of Ch\$6,098 million in net **operating income**, Ch\$12,697 million came from non-insurance activity, primarily explained by lower revenue due to a drop in GES tariff. This was partially offset by a better margin in hospital activities, along with lower impairments of accounts receivable at RedSalud. On the other hand, the insurance activity increased its net operating income by Ch\$2,590 million, mainly due to better results at Vivir Seguros as a result of winning a fraction of the contract 7 SISCO, along with a better margin in health insurance at Vida Cámara. This was partially offset by lower net operating income at Confuturo, due to higher reserves in savings insurance with CUI. Finally, net operating income from the banking business increased by Ch\$4,009 million, mainly due to higher net interest and adjustment income at Banco Internacional, partially offset by higher provisions for commercial and consumer loans.

The Ch\$36,213 million increase in **non-operating** income for ILC primarily derives from a Ch\$11,938 million increase in the non-insurance business, mainly due to an improved performance at AFP Habitat. The insurance activity increased its non-operating result by Ch\$24,275 million, due to a higher result from exchange rates in life insurances with savings, which, due to its fiduciary management nature, is offset in reserves and investment results.

Regarding the higher tax expenditure, this was mainly explained by a higher result for the year.

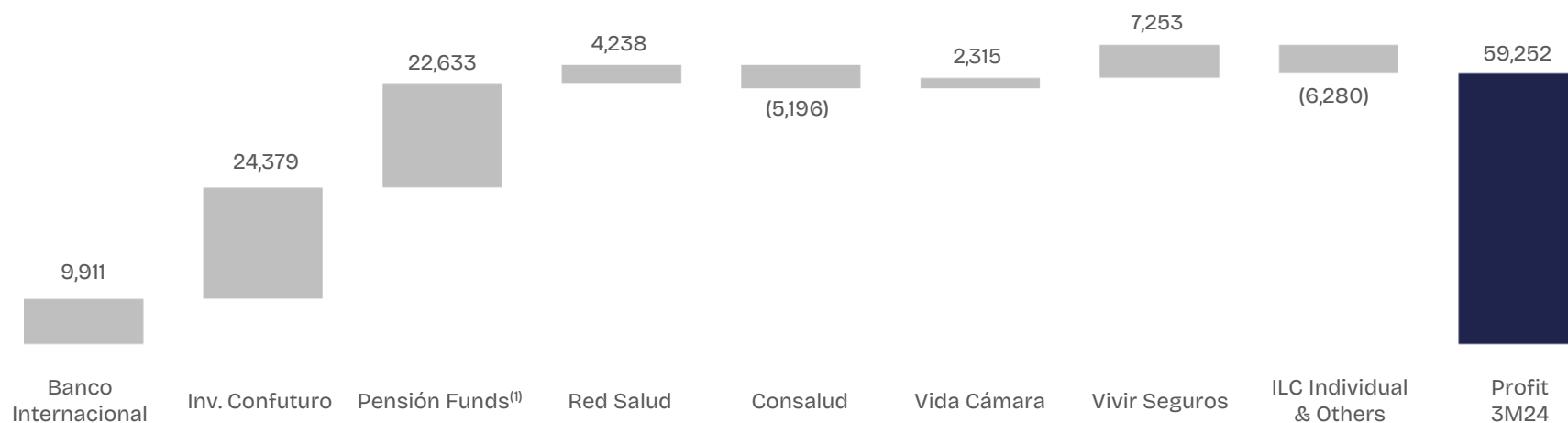
- Variation in ILC's Profit (Loss) (Ch\$ million)**



NET RESULTS ANALYSIS 3M24



• ILC's Profit Contribution by Company (Ch\$ million)



• Variation in ILC's Profit (Loss) by Company QoQ (Ch\$ million)

1,539	16,203	8,712	3,360	(12,259)	1,638	7,600	(2,418)	24,374
Banco Internacional	Inv. Confuturo	Pension Funds ⁽¹⁾	Red Salud	Consalud	Vida Cámara	Vivir Seguros	ILC Individual & Others	Variation in ILC Profit

- (1) Pension funds consider the result obtained by Inversiones Previsionales Dos SpA, the parent company of the investment in AFP Habitat and AAISA.
- 3M24 ILC Individual Figures:** Administrative Expenses: (Ch\$ 2,307 million) / Finance income: Ch\$ 3,723 million / Finance cost: (Ch\$ 4,410 million) / Inflation indexed unit: (Ch\$ 3,283 million)
- 3M23 ILC Individual Figures:** Administrative Expenses: (Ch\$ 1,773 million) / Finance income: (Ch\$ 4,455 million) / Finance cost: (Ch\$ 4,443 million) / Inflation indexed unit: (Ch\$ 3,808 million)



SUBSIDIARIES AND ASSOCIATES



	3M24	Ownership (%)	Dividend Pol. % ⁽¹⁾	Profit (Ch\$ million)	Dividends Received by ILC (Ch\$ million)
Financial Sector	Banco Internacional	67.2%	30%-100%	\$14,748	-
	confuturo [®] SOMOS CCHC	99.9%	30%-100%	\$27,616	\$21,014 ⁽⁵⁾
	AFP HABITAT Seguridad y Confianza	40.3%	30%-90% ⁽²⁾	\$46,597	\$15,956 ⁽⁶⁾
	AAISA	40.3%	30%-100%	\$7,850 ⁽³⁾	
	Vivir seguros	99.9%	30%-100%	\$7,253	-
Health Sector	REDSALUD SOMOS CCHC	99.9%	30%-100%	\$4,238	-
	consalud SOMOS CCHC	99.9%	30%-100%	(\$5,196) ⁽⁴⁾	-
	VIDACÁMARA SOMOS CCHC	99.9%	30%-100%	\$2,315	-

(1) According to the dividend policy of each subsidiary as of March 2024

(2) Dividend should be calculated from Distributable Net Income

(3) This figure corresponds to the difference in accumulated results

(4) IFRS

(5) It corresponds to the dividends received by Inversiones Confuturo

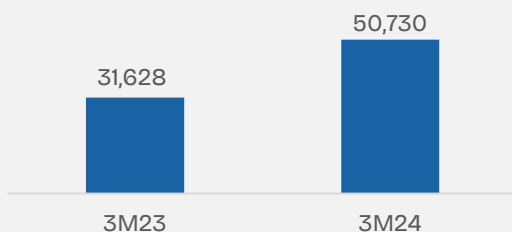
(6) It corresponds to the sum of the dividends received from AFP Habitat and AAISA through the controlling vehicle Inpresa Dos SpA



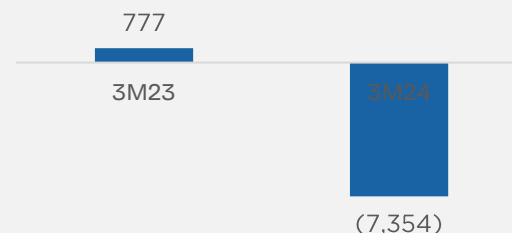
BANCO INTERNACIONAL

Ch\$ million:

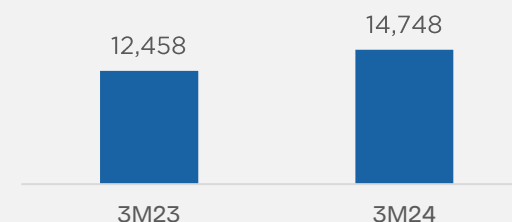
Gross Operating Income



Loan Loss Provisions



Profit



Growth in loans, accompanied by higher interest and adjustments income, partially offset by higher risk provisions

As of March 2024, **Banco Internacional's** total loans reached Ch\$3,423,253 million, growing by 21.9% compared to the end of March 2023. Commercial loans grew 13.6%, reaching Ch\$3,071,298 million. The consumer loan portfolio increased by Ch\$217,760 million compared to March 2023, reaching Ch\$245,960 million, mainly due to the acquisition of Autofin in August 2023 and the growth of digital consumer loans. This resulted in a market share of 1.3%, 2.1%, and 0.8% in total, commercial, and consumer loans, respectively.

Net interest income for the first quarter of 2024 reached Ch\$40,551 million, compared to Ch\$17,982 million in the same period of 2023, mainly due to an increase in interest income from loans given the growth of the commercial and consumer portfolios, as well as a better result from interest rate hedging. This was partially offset by higher expenses on bank obligations and debt instruments.

Net indexation income increased by Ch\$4,954 million, mainly due to lower indexation expenses on debt instruments and time deposits, partially offset by lower indexation on commercial loans.

Net fees and commissions decreased by Ch\$786 million QoQ, mainly due to higher net fees paid by its subsidiary Autofin.

Financial operating income reached Ch\$585 million, compared to Ch\$8,541 million recorded in the same period the previous year, mainly due to lower results in foreign exchange hedges.

Consequently, Banco Internacional reported **gross operating income** reached Ch\$50,730 million, 60.4% higher than the same period the previous year.

Provisions for credit risk increased by Ch\$8,132 million QoQ, mainly due to higher provisions for commercial loans of Ch\$4,993 million and consumer loans of Ch\$3,139 million, as the first quarter of 2023 did not include the subsidiary Autofin's portfolio, which began consolidating with the Bank since August 2023.

Operating expenses reached Ch\$24,483 million in the first quarter of 2024, higher than the same period in 2023. This was mainly due to higher administrative expenses because of the consolidation of Autofin, an increase in remuneration expenses, and higher legal expenses.

Consequently, **operating efficiency** reached 48.3%, 825 basis points better than the one achieved during 1Q23.

As a result, Banco Internacional posted a **profit** of Ch\$14,748 million for the first quarter of 2024, compared to Ch\$12,458 million for the same period in 2023.



BANCO INTERNACIONAL

Income Statement (Ch\$ million)

Interest income
Interest expense
Net interest income
Indexation income
Indexation expense
Net indexation income
Net fee and commission income
Net financial operating income
Other operating income (loss)
Gross operating income
Personnel expenses
Other operating expenses
Net operating income
Loan loss provisions
Net operating income
Non-operating income (loss)
Profit before taxes
Income tax expense
Total Profit
Minority interest
Profit - Banco Internacional

3M24	3M23	% Ch.
74,712	66,699	12.0%
(34,161)	(48,717)	-29.9%
40,551	17,982	125.5%
18,090	19,173	-5.6%
(10,960)	(16,998)	-35.5%
7,130	2,176	227.7%
1,647	2,433	-32.3%
585	8,541	-93.2%
817	496	64.9%
50,730	31,628	60.4%
(14,924)	(11,860)	25.8%
(9,560)	(6,013)	59.0%
26,247	13,754	90.8%
(7,354)	777	-
18,892	14,532	30.0%
-	-	-
18,892	14,532	30.0%
(3,495)	(2,074)	68.5%
15,397	12,458	23.6%
649	(0)	-
14,748	12,458	18.4%



BANCO INTERNACIONAL

Balance (Ch\$ million)

Average Total Loans
Market Share
Average Commercial Loans
Market Share
Average Consumer Loans
Market Share
Financial Investments
Other

Total Assets

Bonds
Deposits
Interbank Borrowings
Others

Total Liabilities

Equity attributable to owners of the company
Non-controlling interest

Total Equity

Ratios (%)

Solvency Ratio
Non-Performing Loans
Collateral Coverage

Ratios (%)

Risk Index
Risk Expenses / Gross Operating Result
Efficiency Index

ROEA

ROAA

March 2024

3,423,253
1.3%
3,071,298
2.1%
245,960
0.8%
1,142,961
445,077
5,011,292
1,180,430
1,968,992
867,403
641,959
4,658,784
350,562
1,946
352,508

March 2023

2,807,374
1.1%
2,704,392
2.0%
28,201
0.1%
859,528
693,313
4,360,215
771,944
1,945,039
552,027
811,423
4,080,433
279,778
4
279,781

% Ch.

21.9%
17 bps
13.6%
14 bps
772.2%
74 bps
33.0%
-35.8%
14.9%
52.9%
1.2%
57.1%
-20.9%
14.2%
25.3%
55434.7%
26.0%

March 2024

15.2%
3.1%
74.8%

March 2023

15.4%
2.7%
76.0%

% Ch.

-15 bps
44 bps
-120 bps

3M24

2.2%
14.5%
48.3%
18.7%
1.3%

3M23

1.8%
2.5%
56.5%
19.3%
1.2%

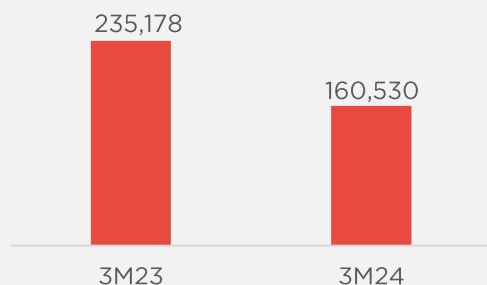
% Ch.

34 bps
1.204 bps
-825 bps
-56 bps
3 bps

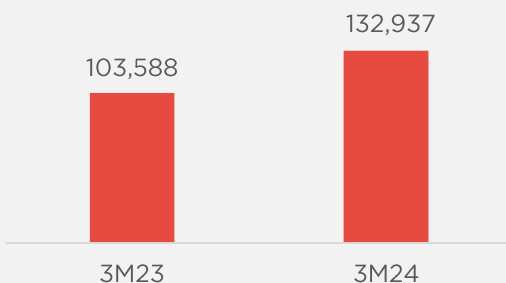
CONFUTURO

Ch\$ million:

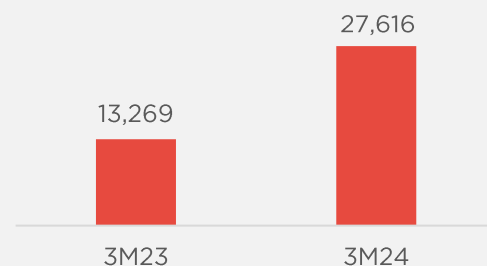
Net Written Premiums



Net Investment Income



Profit (Loss) Confuturo



Higher annuity premium income, together with improved investment portfolio returns

Net premiums written totaled Ch\$160,530 million in the first quarter of 2024, 31.7% lower than 1Q23. This decrease is mainly due to lower revenue from disability and survivor insurance (DSI) due to the end of the 2022/2023 contract, partially offset by a real increase of 9.2% in annuity premiums.

Regarding the annuity market, the average sales rate during 1Q24 reached 3.22%, 50 basis points higher than during 1Q23. Consequently, the number of people choosing annuities increased by 15.9% YoY, while those opting for programmed withdrawal decreased by 6.7%. As for Confuturo, the offered sales rate reached 3.24% compared to 3.22% in 1Q23. In the quarter, Confuturo achieved a market share of 13.1% in annuity sales, positioning it fourth in the industry. Regarding insurance including voluntary pension savings, Confuturo achieved a 19.1% market share in the quarter, ranking third in the industry.

Net interest and indexation income grew by 28.3% QoQ, reaching Ch\$132,937 million. This increase was mainly due to better results from local and foreign investment funds amounting to Ch\$17,626 million, along with higher returns from local and foreign fixed-income investments totaling Ch\$7,671 million. Additionally, real estate investment improved its result by Ch\$2,415 million. This was partially offset by a lower valuation of financial derivatives by Ch\$740 million. Furthermore, during the quarter, impairments of Ch\$6,355 million were released compared to Ch\$798 million in 1Q23.

Cost of sales decreased by 26.3% in the first quarter of 2024 compared to the same period in 2023, mainly due to a lower cost of claims amounting to Ch\$103,035 million, explained by the

end of the awarded DSI contract, partially offset by higher reserves of Ch\$6,808 million and an increase of Ch\$15,280 million in pensions paid.

Administrative expenses increased by 19.2% in 1Q24 compared to the same period in 2023, reaching Ch\$13,612 million, mainly due to higher financial and salary expenses, primarily associated with the inflation effect.

Non-operating income Ch\$12,831 million, compared to a loss of Ch\$11,932 million in 1Q23, mainly associated with a higher exchange rate result in insurances with savings, which, due to its fiduciary management nature, is offset in reserves and investment results.

Confuturo posted **profit** of Ch\$27,616 million during the first quarter of 2024 compared to Ch\$13,269 million for the same quarter the prior year.



CONFUTURO



Income Statement (Ch\$ million)

	3M24	3M23	% Ch.
Net written premiums	160,530	235,178	-31.7%
Reserve adjustments and fund variation	(41,438)	4,743	-973.7%
Net investment income	132,937	103,588	28.3%
Cost of sales	(226,658)	(307,631)	-26.3%
Gross margin	25,371	35,878	-29.3%
Impairment Provisions	6,355	798	696.0%
Administrative expenses	(13,612)	(11,422)	19.2%
Net operating income (loss)	18,114	25,255	-28.3%
Share of profit (loss) of equity investees	-	-	
Gain (Loss) from Inflation Indexed Unit	12,831	(11,932)	-207.5%
Gain (loss) from exchange differences	-	-	
Non-operating income (loss)	12,831	(11,932)	-207.5%
Profit (loss) before taxes	30,944	13,322	132.3%
Income tax expense	(3,329)	(53)	6137.0%
Profit (loss)	27,616	13,269	108.1%
Minority interest	-	-	-
Profit (loss) - Confuturo	27,616	13,269	108.1%



CONFUTURO



Main Figures Confuturo

Gross Written Premiums (UF th.)

	3M24	3M23	% Ch.
Annuity Premiums	3,536	3,238	9.2%
Voluntary Pension Savings	568	384	47.7%
Insurance with Savings	85	68	24.5%
Disability and Survivor Insurance (D&S)	98	2,873	-96.6%
Others	42	49	-14.4%
Total	4,330	6,613	-34.5%

Annuities - Average Sale Rate (real terms, %)

	3M24	3M23	% Ch.
	3.24%	3.22%	2 bps

Investment Returns⁽¹⁾

Local Fixed Income	44,233	40,269	9.8%
Local Equity	20,031	9,003	122.5%
Real Estate	22,916	20,501	11.8%
Foreign Investment	20,044	7,960	151.8%
CUI (Life insurance with savings)	30,633	25,379	20.7%
Others	(1,673)	(1,495)	11.9%
Total	136,185	101,617	34.0%

Investment Portfolio (Ch\$ million)

	March 2024	March 2023	% Ch.
Local Fixed Income	48%	51%	-278 bps
Local Equity	1%	1%	6 bps
Real Estate	22%	21%	84 bps
Foreign Investment	26%	21%	571 bps
Others	3%	7%	-383 bps
Total	8,590,060	8,094,576	6.1%

Asset Sufficiency Rate (TSA)

Leverage	0.74%	0.53%	21 bps
	14.5X	14.2X	1.9%

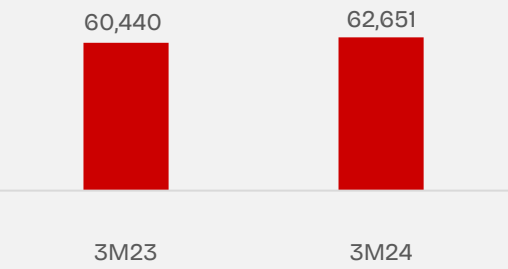
(1) Figures from *Confuturo's Financial Statements, Note 35*. Includes impairments



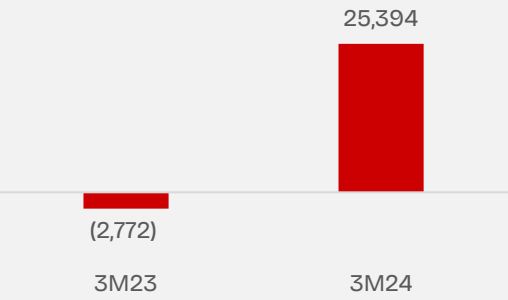
AFP HABITAT

Ch\$ million:

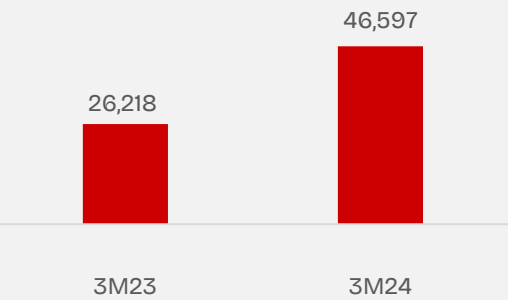
Revenue



Profit on Legal Reserves



Profit (Loss)



Better result mainly explained by higher returns on legal reserves

Revenue increased by 3.7% in the first quarter of 2024 compared to the same period of the previous year, reaching Ch\$62,651 million. This increase was mainly explained by higher commission income associated with mandatory savings, as a result of a rise in the average taxable income per contributor of 8.1% in nominal terms compared to 1Q23. As of March 2024, the average taxable income of AFP Habitat's contributors exceeded that of the industry by 22.1%. All of the above offset the 3.6% decrease in the average number of contributors.

Sales and administrative expenses increased by 11.7% during the first quarter of 2024 compared to the same period the previous year, reaching Ch\$24,477 million. This increase was mainly explained by higher sales personnel expenses of Ch\$652 million, an increase in administrative expenses of Ch\$404 million, and higher marketing expenses of Ch\$306 million.

Non-operating income for the first quarter of 2024 reached Ch\$25,083 million compared to a loss of Ch\$3,334 million in 1Q23. The increase is mainly explained by higher returns on reserves, which reached Ch\$25,394 million in 1Q24, compared to a loss of Ch\$2,772 million in 1Q23. The improved result was primarily derived from better performance compared to the previous year of funds with higher exposure to equities (A, B, and C).

Consequently, AFP Habitat reported **consolidated profit** of Ch\$46,597 million, compared to Ch\$26,218 million in 1Q23.

As of March 2024, AFP Habitat remains the leading AFP in terms of market share by assets under management and the third in terms of members and



AFP HABITAT

Income Statement (Ch\$ million)

Revenues
Administrative expenses
Gross Margin
Finance income
Finance costs
Gain on legal reserves
Share of profit of associates accounted for using equity method
Other
Non-operating income (loss)
Profit (loss) before taxes
Income tax expense
Profit (loss) from continuing operations after taxes
Minority interest
Profit (loss) - Habitat

3M24	3M23	% Ch.
62,651	60,440	3.7%
(24,477)	(21,919)	11.7%
38,175	38,522	7.8%
992	1,778	-44.2%
(2,213)	(2,977)	-25.7%
25,394	(2,772)	-
987	956	3.3%
(77)	(319)	-75.8%
25,083	(3,334)	7.8%
63,258	35,187	79.8%
(16,661)	(8,969)	85.8%
46,597	26,218	7.8%
-	-	-
46,597	26,218	77.7%

Main Figures AFP Habitat

Average Taxable Income AFP Habitat Chile (Ch\$)
Contributors AFP Habitat Chile
Market Share
Assets Under Management AFP Habitat Chile (US\$ m.)
Market Share

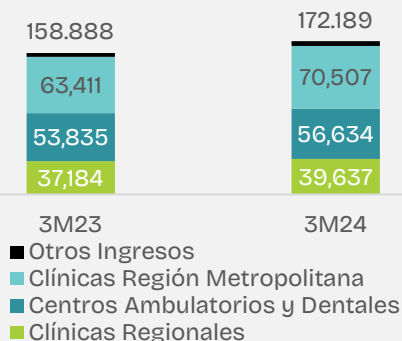
3M24	3M23	% Ch.
1,453,520	1,344,612	8.1%
969,491	1,005,954	-3.6%
16.5%	17.0%	-40.9 bps
50,346	45,139	11.5%
27.8%	28.3%	-52.3 bps



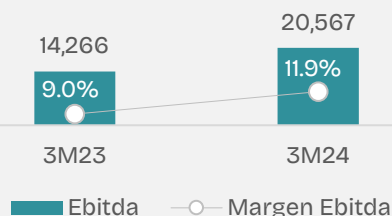
REDSALUD

Ch\$ million:

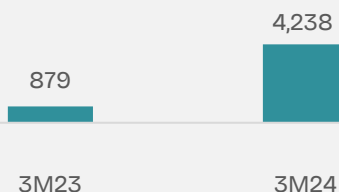
Revenue



EBITDA



Profit



Higher EBITDA due to a better inpatient mix and lower impairment of accounts receivable

Revenue totaled Ch\$172,189 million for 1Q24, up 8.4% from the same quarter the previous year. Revenue from outpatient and inpatient services grew by 6.6% and 12.6%, respectively. The growth in outpatient services was mainly explained by an increase in revenue from imaging, medical appointments, and dental services. In the inpatient segment, the number of surgical interventions decreased by 3.5% YoY, offset by a mix with greater complexity. The occupancy rate was 68.2% in the network, compared to 64.4% in 1Q23. As such, revenues in Metropolitan Region Hospitals, Outpatient and Dental Centers, and Regional Hospitals grew by 6.6%, 11.2%, and 5.2%, respectively.

Cost of sales increased by 6.0% compared to the first quarter of 2023, primarily due to an 8.9% increase in personnel costs, 3.9% in medical fees, and a 5.5% increase in clinical materials.

Sales and administrative expenses increased by 1.7% compared to 1Q23, mainly due to a lower VAT recovery resulting from higher sales to Fonasa, partially offset by a lower deterioration of accounts receivable by Ch\$1,540 million.

RedSalud's **EBITDA** increased by Ch\$6,301 million, totaling an EBITDA of Ch\$20,567 million for the first quarter of 2024, reaching an EBITDA margin of 11.9% compared to 9.0% in 1Q23. This increase is mainly due to greater efficiency and lower impairment expenses, primarily in Metropolitan Region Hospitals, along with a better mix of services in the inpatient sector. This resulted in a Ch\$4,840 million increase in quarterly EBITDA for Metropolitan Region Hospitals, Ch\$113 million in Regional

Hospitals, and Ch\$1,695 million in Outpatient and Dental Centers.

The company reported a **non-operating loss** of Ch\$5,702 million, compared to a loss of Ch\$5,777 million in 1Q23, mainly due to a smaller expense for debt indexation, partially offset by higher financial expenses.

All of this resulted in **profit** of Ch\$4,238 million for 1Q24, compared to a profit of Ch\$879 million for 1Q23.

REDSALUD

Income Statement (Ch\$ million)

Revenue
Cost of sales
Gross margin
Other income
Administrative expenses
Net operating income
Finance income
Finance costs
Share of profit (loss) of associates accounted for using the equity method
Other
Non-operating income (loss)
Profit (loss) before taxes
Income tax expense
Profit (loss) from continuing operations
Minority interest
Profit (loss) - RedSalud
EBITDA RedSalud
Ebitda Margin

3M24	3M23
172,189	158,888
(129,984)	(122,683)
42,205	36,205
(161)	197
(29,206)	(28,924)
12,998	7,477
840	581
(4,689)	(3,662)
(25)	(46)
(1,828)	(2,651)
(5,702)	(5,777)
7,296	1,700
(2,772)	(446)
4,524	1,254
(286)	(375)
4,238	879
20,567	14,266
11.9%	9.0%

% Ch.
8.4%
6.0%
16.6%
-182.1%
1.0%
73.8%
44.5%
28.0%
-45.1%
-31.0%
-1.3%
329.2%
-
260.9%
-23.8%
382.4%
44.2%
33.0%

Infrastructure

Number of Exam Rooms

Outpatient Medical Centers
Hospitals of Metropolitan Region
Regional Hospitals
RedSalud

March 2024 March 2023

1,068	1,011
293	292
339	354
1,700	1,657

% Ch.
5.6%
0.3%
-4.2%
2.6%

Available Beds / Installed Beds

Hospitals of Metropolitan Region
Regional Hospitals
RedSalud

417 / 501	470 / 534
319 / 351	358 / 385
736 / 852	828 / 919

-11.3% / -6.2%
-10.9% / -8.8%
-11.1% / -7.3%

Inpatient Occupancy

Occupancy Rate (%)

Hospitals of Metropolitan Region
Regional Hospitals
RedSalud

3M24	3M23
75.2%	69.5%
59.1%	57.9%
68.2%	64.4%

% Ch.
569 bps
121 bps
378 bps

Average Length of Stay (days)

Hospitals of Metropolitan Region
Regional Hospitals
RedSalud

2.7	3.5
2.1	2.0
2.5	2.6

-21.0%
7.8%
-7.2%



REDSALUD

Outpatient Medical Centers

Income Statement (Ch\$ million)

	3M24	3M23	% Ch.
Revenue	56,634	53,835	5.2%
Cost of sales	(43,402)	(42,178)	2.9%
Gross margin	13,232	11,657	13.5%
SG&A	(8,201)	(8,216)	-0.2%
Net operating income	5,032	3,441	46.2%
Profit	3,218	2,240	43.7%
EBITDA	8,600	6,906	24.5%
EBITDA Margin	15.2%	12.8%	18.4%

Metropolitan Region Hospitals

Income Statement (Ch\$ million)

	3M24	3M23	% Ch.
Revenue	70,507	63,411	11.2%
Cost of sales	(52,384)	(48,888)	7.1%
Gross margin	18,123	14,522	24.8%
SG&A	(10,840)	(11,851)	-8.5%
Net operating income	7,283	2,671	172.6%
Profit	3,822	(276)	-
EBITDA	9,532	4,691	103.2%
EBITDA Margin	13.5%	7.4%	82.7%

Regional Hospitals

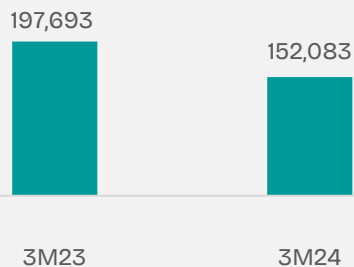
Income Statement (Ch\$ million)

	3M24	3M23	% Ch.
Revenue	39,637	37,184	6.6%
Cost of sales	(29,107)	(27,546)	5.7%
Gross margin	10,530	9,638	9.3%
SG&A	(8,491)	(7,672)	10.7%
Net operating income	2,039	1,966	3.7%
Profit	415	317	30.8%
EBITDA	3,176	3,062	3.7%
EBITDA Margin	8.0%	8.2%	-2.7%

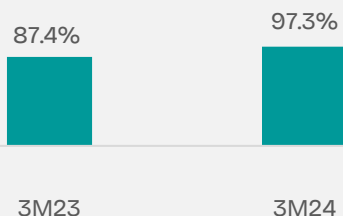
CONSALUD

Ch\$ million:

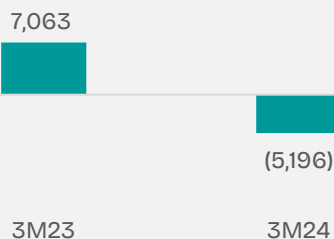
Revenue⁽¹⁾



Loss Ratio⁽¹⁾ (Cost of Sales / Revenue)



Profit⁽¹⁾



Higher loss ratio due to the decrease in revenues mainly because of the GES tariff adjustment, partially offset by lower costs of licenses and health coverage.

Revenue decreased by 23.1% during the first quarter of 2024 compared to the same period the previous year, totaling Ch\$152,083 million. This decrease is mainly explained by a 14.5% drop in the average number of beneficiaries, along with a 6.7% decrease in the average contribution, due to the reduction in GES rates. It is worth noting that the average number of beneficiaries in the industry, compared to the same quarter the previous year, decreased by 9.5%.

workforce.

As a result, Isapre Consalud posted a quarterly **loss** of Ch\$5,196 million, compared to a profit of Ch\$7,063 million recorded in the same period of 2023.

Cost of sales for 1Q24 was Ch\$147,989 million, 14.3% lower compared to the same period in 2023. This decrease was mainly explained by the drop in average beneficiaries, resulting in a decrease of 17.2%, 8.0%, and 20.4% in the total cost of inpatient, outpatient, and medical leave coverages, respectively. The average cost per inpatient coverage decreased by 12.8%, while the number of benefits for this concept decreased by 5.1%. On the other hand, the average cost of outpatient benefits increased by 2.1%, and the number of covered benefits decreased by 9.9%.

In terms of medical leave, the average subsidy increased by 10.3% and the number of authorized leaves decreased by 27.8%, mainly due to fewer mental health and COVID-related leaves.

Consalud's **loss ratio** this quarter reached 97.3%, which represented an increase of 993 basis points compared to the same period the previous year.

Sales, general and administrative expenses decreased by 23.8% YoY, mainly due to lower personnel expenses in line with a smaller

(1) Accounted for in accordance with IFRS



CONSALUD

Income Statement* (Ch\$ million)

	3M24	3M23	% Ch.
Revenue	152,083	197,693	-23.1%
Cost of sales	(147,989)	(172,744)	-14.3%
Gross margin	4,093	24,949	-83.6%
Other income (expenses)	1,557	1,606	-3.1%
Administrative expenses	(15,393)	(20,195)	-23.8%
Net operating income (loss)	(9,743)	6,361	-253.2%
Finance income	2,738	3,109	-11.9%
Finance costs	(541)	(554)	-2.4%
Other	(24)	(113)	-78.5%
Non-operating income	2,173	2,441	-11.0%
Profit (loss) before taxes	(7,571)	8,802	-186.0%
Income tax expense	2,374	(1,738)	-236.6%
Profit (loss) from continuing operations	(5,196)	7,064	-173.6%
Minority interest	-	(1)	-100.0%
Profit (loss) - Consalud	(5,196)	7,063	-173.6%

*Accounted for in accordance with IFRS

Cost Breakdown

	3M24	3M23	% Ch.
No. Inpatient Services	1,031,628	1,183,151	-12.8%
Average Cost per Inpatient Service (Ch\$)	\$62,896	\$66,266	-5.1%
Total Inpatient Cost (Ch\$ million)	\$64,886	\$78,403	-17.2%
No. Outpatient Services	3,302,927	3,666,704	-9.9%
Average Cost per Outpatient Service (Ch\$)	\$14,432	\$14,134	2.1%
Total Outpatient Cost (Ch\$ million)	\$47,666	\$51,826	-8.0%
No. Cases of Temporary Disability Leave	62,739	86,954	-27.8%
Average Temporary Disability Coverage (Ch\$)	\$575,815	\$521,973	10.3%
Total Temporary Disability Coverage (Ch\$ million)	\$36,126	\$45,388	-20.4%

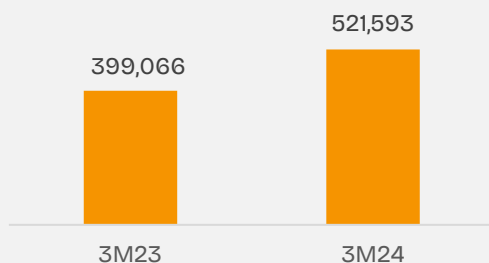
Main Figures Consalud

	3M24	3M23	% Ch.
Average Number of Beneficiaries	509,821	595,939	-14.5%
Market Share	19.0%	20.0%	-98.1 bps
Average Number of Policyholders	324,298	372,921	-13.0%
Market Share	19.7%	20.6%	-83.7 bps
Average Monthly Contribution (Ch\$)	186,581	199,926	-6.7%



Ch\$ million:

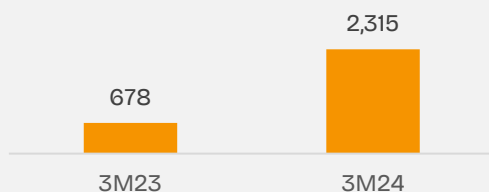
Beneficiaries - Supplemental Health Insurance



Gross Margin



Profit



Higher results in health insurance driven by growth in beneficiaries and better collections.

The **gross margin** first quarter of 2024 reached Ch\$6,355 million, increasing by Ch\$3,126 million compared to 1Q23. This increase was mainly due to better results in health insurance, partially offset by a lower result from the run-off of Disability and Survivor Insurance (D&S).

Vida Cámara's **contribution margin** from **supplemental health and life insurance** reached Ch\$6,355 million in the first quarter of 2024, increasing by Ch\$3,126 million compared to the same period last year, mainly due to lower loss ratios. Premium revenue grew by 41.7%, primarily explained by the increase in the number of beneficiaries and better collections. Meanwhile, costs increased by 25.3%, mainly associated with higher outpatient and medication coverage.

The supplemental group health insurance industry reached UF4.9 million in 1Q24, 7.5% higher compared to 1Q23. Vida Cámara attained a 13.7% market share, ranking second in the industry by premiums. As of March 2024, beneficiaries reached 521,593 people, a 30.7% increase compared to March 2023.

Vida Cámara's **contribution margin** from **D&S insurance** for the first quarter of 2024 decreased by Ch\$588 million compared to the same period last year, reaching a loss of Ch\$25 million.

Sales and administrative expenses increased by 21.5% in the first quarter of 2024 compared to 1Q23, reaching Ch\$3,501 million. This is mainly due to higher remuneration, primarily associated with the inflation effect and increased staffing.

All of the above resulted in a **quarterly profit** for the first quarter of 2024 of Ch\$2,315 million, compared to a result of Ch\$678 million for the same period last year.

Income Statement (Ch\$ million)

D&S Chile - Gross profit
 Health & life insurance - Gross profit

Gross profit

Administrative expenses

Operating income

Financial income

Other income

Non-operating income

Profit before taxes

Income tax expense

Profit from continuing operations

Minority interest

Profit - Vida Camara

3M24

(25)

6,380

6,355

(3,501)

2,854

38

189

3,081

3,081

(766)

2,315

-

2,315

3M23

563

2,666

3,229

(2,881)

348

130

348

478

826

(149)

678

-

678

% Ch.

-104.4%

139.3%

96.8%

21.5%

-

-71.0%

-45.8%

-

272.8%

414.8%

241.7%

-

241.7%

Main Figures Vida Cámara

Health Premiums (UF)

Market Share

Loss Ratio

3M24

667,746

13.7%

78.7%

3M23

501,043

11.0%

89.0%

% Ch.

33.3%

264.7 bps

-1030.5 bps

BALANCE SHEET REVIEW



Ch\$ million	March 2024	December 2023	Change	% Change
Total non-insurance current assets	623,062	588,912	34,150	5.8%
Total non-insurance non-current assets	1,017,655	993,991	23,665	2.4%
Total insurance assets	9,213,378	8,929,591	283,787	3.2%
Total banking assets	5,026,293	5,021,747	4,546	0.1%
Total Assets	15,880,389	15,534,241	346,148	2.2%
Total non-insurance current liabilities	591,954	523,345	68,609	13.1%
Total non-insurance non-current liabilities	856,427	897,440	(41,013)	-4.6%
Total insurance liabilities	8,677,282	8,409,323	267,959	3.2%
Total banking liabilities	4,580,513	4,579,807	706	0.0%
Total Liabilities	14,706,175	14,409,915	296,260	2.1%
Equity attributable to owners of the company	1,032,555	984,209	48,346	4.9%
Non-controlling interest	141,659	140,117	1,542	1.1%
Total Equity	1,174,213	1,124,326	49,888	4.4%

- As of March 2024, the Company's **assets increased by 2.2%** compared to the end of 2023. This variation was primarily due to a Ch\$283,787 million increase in insurance activity assets, mainly driven by growth in fixed-income investments and real estate investment at Confuturo. Non-insurance activity assets increased by Ch\$57,815 million, mainly due to a higher level of cash at ILC and RedSalud, along with a higher value of the stakes in AFP Habitat and AAISA. Banking activity assets increased by Ch\$4,546 million, mainly due to an increase in loans, partially offset by a lower value of financial assets.
- Total ILC **liabilities increased by 2.1%** during the period. This was primarily explained by a Ch\$267,959 million increase in insurance activity liabilities, due to an increase in pension insurance reserves and non-provisional reserves at Confuturo. Non-insurance activity liabilities increased by Ch\$27,596 million, mainly due to higher financial liabilities at RedSalud and ILC at the parent company level. Banking activity liabilities increased by Ch\$706 million, due to higher obligations with banks and debt instruments, partially offset by a lower balance of time deposits at Banco Internacional.
- Finally, **equity** attributable to the owners of the company grew by 4.9%, mainly explained by the result of the first quarter of 2024.



FINANCIAL POSITION



- The composition of cash and cash equivalents for ILC and subsidiaries as of March 31st, 2024 was :

Ch\$ million	ILC Standalone ⁽¹⁾	Inversiones Confuturo	Confuturo	Banco Internacional	RedSalud	Consalud	Vida Cámara
Cash and cash equivalents	241,268	6,560	55,595	223,592	55,476	53,964	2,589

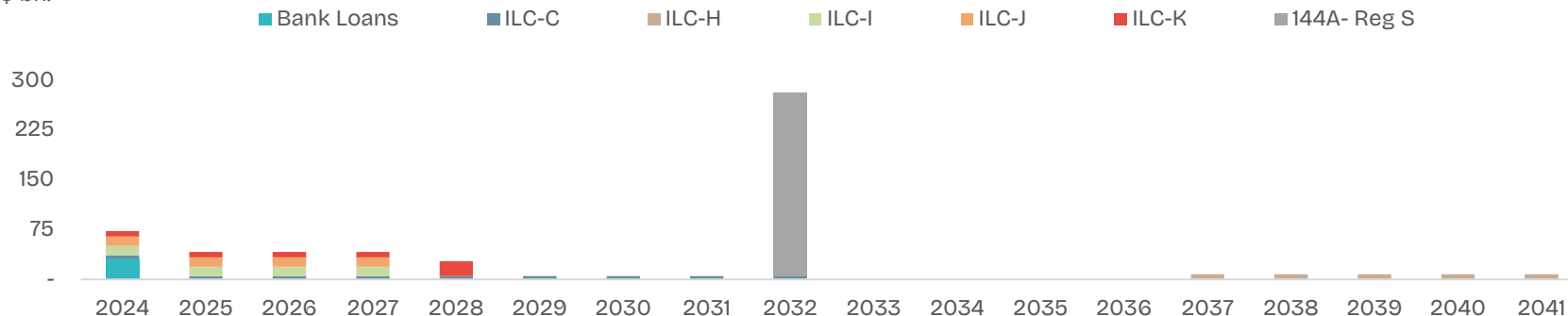
(1) Includes investment portfolio

- Financial debt for ILC (standalone), Red Salud and Inversiones Confuturo as of March 31st, 2024, is detailed as follows:

Ch\$ million	Short-Term				Long-Term				Total
	Bonds	Bank Loans	Leases	IFRS 16	Bonds	Bank Loans	Derivatives	IFRS 16	
ILC	45,995	30,326	-	-	473,146	-	6,235	-	555,702
Red Salud	4,344	86,844	-	15,030	27,028	136,270	-	74,454	343,970
Inv. Confuturo	12,988	15,999	-	-	138,890	-	-	-	167,876

- ILC (standalone) amortization schedule in Ch\$ billion as of March 31st, 2024:

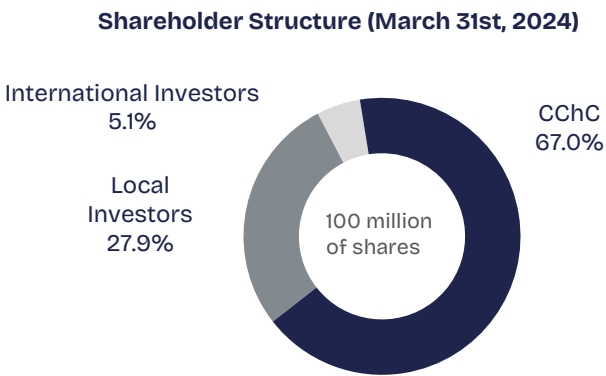
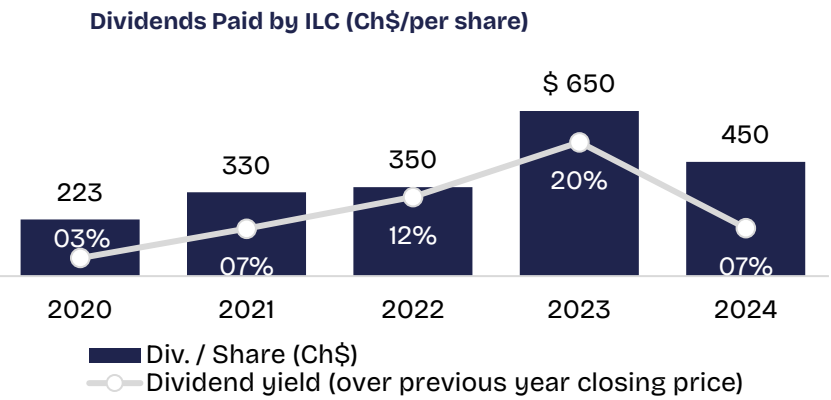
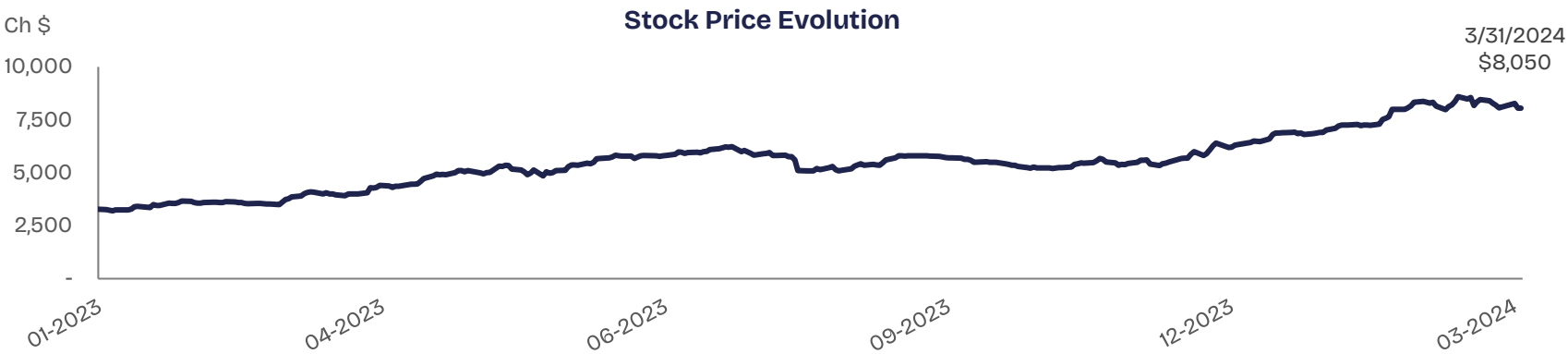
CLP\$ bn.



STOCK INFORMATION



- **Average price of ILC's stock** during 1Q24 was Ch\$7,589, compared to Ch\$3,689 in the same period of the previous year.
- **Average daily traded value of ILC's stock** during the first quarter of 2024 was approximately US\$0.45 million, compared to US\$0.23 million in 1Q23.



SUMMARIZED FINANCIAL STATEMENTS AND SUBSIDIARIES FIGURES



Income Statement ILC

Ch\$ million	3M24	3M23
Non-insurance Activity		
Operating result	1,189	13,887
Non operating result	14,625	2,687
Non-Insurance activity profit	14,848	14,608
Insurance Activity		
Operating result	26,483	23,893
Non operating result	11,327	(12,948)
Insurance activity profit	33,708	10,735
Banking Activity		
Operating result	20,193	16,184
Non operating result	-	-
Banking activity profit	16,739	14,152
Profit attributable to owners of the parent company	65,295	39,495
Profit attributable to non-controlling interest	6,043	4,616
Profit (Loss) for the period	59,252	34,878

Statement of Cash Flow

Ch\$ million	3M24	3M23
Non-insurance Activity		
Net cash from (used in) operating activities	20,452	5,616
Net cash from (used in) investing activities	19,956	39,066
Net cash from (used in) financing activities	(24,903)	(29,839)
Insurance Activity		
Net cash from (used in) operating activities	(18,318)	(18,445)
Net cash from (used in) investing activities	27,037	23,140
Net cash from (used in) financing activities	(24,515)	(94,157)
Banking Activity		
Net cash from (used in) operating activities	(106,848)	421,665
Net cash from (used in) investing activities	26,640	24,010
Net cash from (used in) financing activities	37,221	(133,992)
Increase (decrease) on cash and cash equivalents	(43,278)	237,065
Effect of exchange rate fluctuations	12,181	113,867
Net increase (decrease) on cash and cash equivalents	(31,096)	350,932
Cash and cash equivalent at the beginning of the period	605,210	698,149
Cash and cash equivalent at the end of the period	574,114	1,049,081

Individual Results March 2024 LTM, Ch\$ million)	AFP Habitat	Confuturo	Banco Internacional	Red Salud	Consalud	Vida Cámara
Revenue	148,196	1,156,081	190,940	681,750	709,411	78,437
EBITDA	N.A.	N.A.	N.A.	78,217	N.A.	N.A.
Net Income	151,978	84,395	57,699	18,780	18,773	4,272
Assets	631,584	9,029,223	5,011,292	726,278	178,807	63,897
Liabilities	286,640	8,456,732	4,658,784	498,044	166,911	36,464
Equity	344,944	572,491	352,508	228,234	11,896	27,433
Net Financial Debt	32,662	N.A.	N.A.	261,059	(46,974)	(1,697)
% ownership ILC	40.3%	99.9%	67.2%	99.9%	99.9%	99.9%

March 2024 (LTM) ILC Individual Figures: Administrative Expenses: (Ch\$ 6,859 million) / Finance income: Ch\$ 14,646 million / Finance cost: (Ch\$ 17,394 million) / Inflation indexed unit: (Ch\$ 14,529 million) / ILC's Real Estate: Ch\$18,598 million



FINANCIAL STATEMENTS ILC INDIVIDUAL



Balance Sheet ILC Individual

Ch\$ million	Mar. 24	Dec. 23
Current assets:		
Cash and cash equivalents	149,138	114,958
Current financial assets	92,130	110,862
Other current non-financial assets	18	18
Trade and other current receivables	100	96
Accounts receivable from related entities, current	48,696	36,920
Current tax assets	30	22
Total current assets	290,112	262,877
Non-current assets:		
Non-current financial instruments	1148	4
Non-current receivables	307	316
Investments accounted for using the equity method	1,362,066	1,312,705
Property, plant and equipment	14	12
Asset for the right to use leased goods	740	740
Deferred tax assets	-	-
Non-current assets	1,364,275	1,313,777
Total assets	1,654,387	1,576,654

Income Statement ILC Individual

Ch\$ million	3M24	3M23
Revenue	60	237
Cost of Sales	-	-
Gross Result	60	237
Administrative expenses	(2,320)	(1,773)
Other gains (losses)	(67)	1,536
Finance income	3,723	4,455
Finance cost	(4,402)	(4,443)
Share of profit of associates	65,570	38,523
Foreign exchange differences	372	(360)
Losses from indexation units	(3,283)	(3,808)
Profit before tax	59,653	34,366
Income tax expense	(401)	513
Profit after tax	59,252	34,878

Ch\$ million	Mar. 24	Dec. 23
Current liabilities:		
Other current financial liabilities	76,320	78,865
Trade and other current payables	198	40,394
Current provisions for employee benefits	58,180	521
Current lease liabilities	591	194
Deferred tax liabilities	526	829
Total current liabilities	135,816	120,803
Non-current liabilities:		
Other non-current financial liabilities	479,382	465,344
Non-current lease liabilities	592	600
Deferred tax liabilities	2,404	2,055
Other non-current non-financial liabilities	3,639	3,643
Total non-current liabilities	486,017	471,642
Total liabilities	621,832	592,445
Equity		
Issued capital	239,852	239,852
Share premium	471	471
Other reserves	(53,485)	(62,200)
Own shares	(8,151)	(6,423)
Retained earnings	853,867	812,508
Total equity	1,032,555	984,209
Total liabilities and equity	1,654,387	1,576,654



FINANCIAL STATEMENTS ILC INDIVIDUAL



Cash Flow ILC Individual

Ch\$ million

Cash flows from operating activities

Receipts from sales of goods and services

Payments to suppliers for the supply of goods and services

Payments to and on behalf of employees

Other cash payments from operating activities

Dividends received

Interest received

Income taxes refunded (paid)

Other inflows (outflows) of cash

Total net cash flows from operating activities

Cash flows used in investing activities

Cash flows used for capital increase in subsidiaries

Other cash receipts from sales of equity or debt instrument

Other cash payments to acquire equity or debt instrument

Loans to related parties

Payments related to futures contracts, forward contracts, options, and swaps

Receipts derived from futures contracts, forward contracts, options, and swaps

Purchase of property, plant and equipment

Proceeds from other long-term assets

Cash receipts from related parties

Other inflows (outflows) of cash

Net cash flows from investing activities

Cash flows from financing activities

Proceeds from the issue of other equity instrument

Payment to acquire shares of the company

Payment of loans

Dividends paid

Interest paid

Other inflows (outflows) of cash

Cash flows from financing activities

Net increase (decrease) in cash and cash equivalents before the effect of exchange rate fluctuation

Effect of exchange rate fluctuations on cash

Net increase (decrease) in cash and cash equivalents

Cash and cash equivalents at beginning of the period

Cash and cash equivalents at end of the period

3M24

3M23

32

20

(798)

(942)

(1,553)

(1,121)

(0)

(1)

15,966

14,669

6,354

1,065

(54)

(24)

8

4

19,956

13,670

-

-

(2,424)

(1,678)

-

-

28,555

46,535

(12,018)

(19,293)

(246)

(588)

(2)

-

-

(47,346)

3,451

33,593

0

307

(2,116)

-

15,200

11,530

-

-

(1,798)

(846)

-

(15,242)

(12)

(9,929)

(6,642)

(215)

-

-

(8,453)

(26,232)

26,703

(1,032)

7,476

-

34,180

(1,032)

114,958

40,478

149,138

39,445

