



Servicios Financieros

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## **Annual Report 2014**

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Servicios Financieros

## Annual Report 2014

- Stockbroker
- Domestic Factoring
- International Factoring
- Car Loans



- Leasing Division
- Commodities Brokerage Exchange
- Insurance Brokerage
- Corporate Finance

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Member of Factors Chain International and Asociación Chilena de Empresas de Factoring



# Mission

*“We are an agile, flexible and efficient financial institution that combines high ethical standards with highly competitive performance. We meet our clients' needs and expectations through our range of innovative, specialized and personalized products and services, ensuring profits for shareholders, employees and the company as a whole.”*



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As of December 31, 2014 the company had:

822,884  
million pesos in assets  
US\$ 1,356 million

1,124  
Employees

223,160  
million pesos  
in shareholders' equity  
US\$ 368 million

53,561  
Clients

690,971  
million pesos  
in loan portfolio  
US\$ 1,139 million



# Company Information

**Legal name:**

Tanner Servicios Financieros S.A.

**Trade name:**

Tanner, Tanner S.A.

**Legal address:**

Huérfanos 863, piso 10, Santiago, Chile

**Company ID No.:**

96.667.560-8

**Type of entity:**

Public Corporation

**Securities Registration No.:**

Nº 777

**Website:**

[www.tanner.cl](http://www.tanner.cl)

**External Auditors:**

PricewaterhouseCoopers Consultores, Auditores y Compañía Limitada

**Risk rating agencies:**

Fitch Chile Clasificadora de Riesgo Limitada Clasificadora de Riesgo  
Humphreys Limitada

**International risk rating agencies:**

Fitchs Ratings  
Standard & Poor's Rating Services

Tanner Servicios Financieros S.A. (formerly Factorline S.A.) was established through public deed on 6 April 1993, before Santiago Notary Public Mr. José Musalem Saffie. The incorporation abstract was entered into the Santiago Trade Registry on folios 7,816, No 6488 of 1993 and published in the Diario Oficial on April 24, 1993.

It was then registered with the Securities and Insurance Supervisor (SVS) on August 27, 2002 under No. 777.

# Offices and Branches

## Northern Chile

### Arica

Arturo Prat 391  
of. 101, piso 10  
Tel: (58) 2253363 - 2255779

### Iquique

San Martín 255  
of. 51-52, piso 5  
Tel: (57) 2421326 - 2412446

### Calama

Chorrillos 1677  
of. 301, piso 3, Torre 2  
Tel: (55) 2312986 - 2347627

### Antofagasta

San Martín 2634  
of. 43-44, piso 4  
Tel: (55) 2282708 - 2229504

### Copiapó

Colipí 484  
of. 701, piso 7  
Tel: (52) 2231340 - 2230176

### La Serena

Los Carrera 380  
of. 412, piso 4  
Tel: (51) 2217071 - 2217074

### Ovalle

Manuel Peñafiel 293  
of. 312, piso 3  
Tel: (53) 2627800 - 2628872

### Los Andes

O'Higgins 294  
of. 203, piso 2  
Tel: (34) 2421005 - 2420969

### Viña del Mar

Libertad 1405  
of. 1203, piso 12  
Tel: (32) 2695963 - 2695964

### Valparaíso

Plaza Justicia 45  
of. 301, piso 3  
Tel: (32) 2253200 - 2220797

## Central Chile

### Santiago Centro / Casa Matriz

Huérfanos 863 - piso 3  
Fono: (56-2) 26747500

### Quilicura - Santiago

Av. Américo Vespucio 2880  
of. 406, piso 4  
Tel: (02) 26240050 - 26239851

### El Golf - Santiago

Roger de Flor 2736 of. 41, piso 4  
Tel: (02) 22313660

### Providencia - Santiago

Marchant Pereira 150 of. 701, Piso 7  
Tel: (02) 23419440

### Plaza Egaña - Santiago

Heriberto Covarrubias 21 of. 201, piso 2  
Tel: (02) 22277947 - 22777039

### San Miguel - Santiago

Llano Subercaseaux 4005  
of. 903 - 905, piso 9  
Tel: (02) 25510150 - 25511487

### Santa Elena - Santiago

Santa Elena 2392 of. 607 - 608, piso 6  
Tel: (02) 25513508 - 25515889

### San Bernardo - Santiago

Urmeneta 476 of. 301, piso 3  
Tel: (02) 28595427 - 28791566

### Pudahuel - Santiago

A. Vespucio Oriente 1309  
of. 403, piso 4  
Tel: (02) 24351685 - 24351686

### Maipú - Santiago

Av. Pajaritos 3195 of. 812, piso 8  
Tel: (02) 27668310 - 25340179

### Movicenter - Santiago

Américo Vespucio Norte 1155  
local H-24, Huechuraba  
Tel: (02) 26184505 - 26184506 - 26184507

### El Golf - Corredores de Bolsa

El Golf 40, Of. 902, Las Condes  
Tel: (02) 27318900

### Santiago Centro - Corredores de Bolsa

Nueva York 44  
Tel: (02) 27318874

## Southern Chile

### Rancagua

Campos 423  
of. 201, piso 2  
Tel: (72) 2227801 - 2227532

### Curicó

Yungay 663, piso 2  
Tel: (75) 2321772 - 2320524

### Talca

1 Sur Nº 690  
of. 409, Edificio Plaza Talca  
Tel: (71) 2212931 - 2212934

### Chillán

Arturo Prat 596, piso 2  
Tel: (42) 2222534 - 2230611 - 2246490

### Concepción

Lincoyan 282, piso 5  
Tel: (41) 2226400 - 2249750

### Talcahuano

Blanco Encalada 444  
of. 701-702  
Tel: (41) 2558220 - 2557764

### Los Ángeles

Almagro 250  
of. 505, piso 5  
Tel: (43) 2315102 - 2315132

### Temuco

Arturo Prat 515  
of. 32, piso 3  
Tel: (45) 2232199 - 2233008

### Valdivia

Independencia 630  
of. 403, piso 4  
Tel: (63) 2278492 - 2278493

### Osorno

O'Higgins 485  
of. 803, Piso 8  
Tel: (64) 2319800 - 2319801

### Puerto Montt

Antonio Varas 216  
of. 701 - 702, piso 7  
Tel: (65) 2277326 - 2277327

### Punta Arenas

Lautaro Navarro 1066  
of. 306, piso 3  
Tel: (61) 2220350 - 2220406



# Letter from the Chairman

2014 was another year of progress for Tanner. These 12 months have seen a large increase in our volume of activity with improved results, a larger presence in the capital markets, and also an improved risk rating.

In terms of levels of activity, despite economic figures evidencing weaker numbers than anticipated at the beginning of the year, Tanner was able to grow its loan portfolio 21% in nominal terms. This growth was across product lines, but was greatest in the corporate loan business as a consequence of increased availability of resources derived from the capital increase the company received at the end of 2013 (US\$ 200 million) and the issuance of bonds in the international market (US\$ 250 million).

These financing sources were complemented by the issuance of bonds in the domestic capital markets, both in Chilean pesos and in UF, which were placed with record low spreads in the history of the company.

As such, company results rose by 6.3%, at a lower rate than the rise in activity levels. The lower expansion rate is due to an increase in the foray of products and a decrease in segments of returns that allowed us to efficiently make use of the capital received at the end of 2013. These products, beyond the traditional factoring activity that has characterized the company, have generated recurring income given their longer duration. These have allowed the company to accumulate commission earnings of more than Ch\$ 1,150 million, which should be seen in the next two years. Likewise, the implementation of the tax reform generated a higher tax charge. More taxes were charged to the company's shareholders' equity (Ch\$ 1,545,000), resulting in an expected future reduction of tax payments through the application of deferred taxes. Additionally, the SBIF, the regulatory body of commercial banks in Chile, allowed the inclusion of this lower tax payment as part of our results.

During 2014, the company was awarded an improved domestic risk rating from Humphreys, improving the risk grade to an A+, matching the rating awarded by Fitch. Regarding international risk, we maintained the investment grade with Fitch and S&P. Both national and international risk rating agencies coincide in noting low leverage, healthy profitability rates, our ability to diversify financing sources, and the maintenance of high levels of liquidity as positive factors.

While the above explains Tanner's success until now, it is no less true that an important part of the work done by the Board of Directors and management is to lay the groundwork for a solid, healthy and dynamic growth for years to come. Our strategic focus continues to be on the factors that distinguish Tanner, such as the consistency in generating results, increasing our c. 55,000-strong client base, increasing of the control of operational risk, and achieve improved efficiency indices.

To do this, Mr. Mario Chamorro, an executive with vast experience in the domestic and Latin American financial sectors, became the general manager in February 2014. In addition, over the course of the year, two new departments were created: People Management, a fundamental area to ensure we meet the needs of our associates, and Treasury Management, aimed at continuing the diversification of financial sources, and efficiently manage the company's assets and liabilities.

The year that has just finished was a period of progress during which Tanner positioned itself as the country's leading non-banking financial institution. If the company's performance were to be compared with that of others in the context of the banking industry, and based on assets, we would be ranked 12th (out of 23). This position is neither coincidence nor luck. As such, I would like to take the opportunity to thank all of the people who have helped to achieve these goals. In particular, I would like to thank the company's associates for their constant effort and commitment, the shareholders and directors for their constant support, and the clients, whose preference motivates us and drives us to be better every day.



Jorge Sabag Sabag, Chairman





# Consolidated Summary Tanner and Affiliates

consolidated figures  
in millions of pesos

SUMMARY, CONSOLIDATED STATE OF EARNINGS	2010	2011	2012	2013	2014
Gross Profit (Gross Margin)	25,053	35,488	45,476	55,990	56,321
Administrative and Sales Expenses	(12,456)	(18,417)	(22,652)	(28,466)	(31,474)
Other Income (Expenses)	232	429	868	2,083	3,284
Profit Before Tax	12,829	17,500	23,692	29,607	28,130
Net Income	10,803	14,448	19,937	24,551	26,089

CONSOLIDATED FIGURES	2010	2011	2012	2013	2014
Loans (1)	266,379	384,351	475,629	570,618	690,971
Gross Operations Volume	965,094	1,152,579	1,235,570	1,509,924	1,783,127
Number of Clients	23,674	34,015	42,674	50,558	53,561
Number of Employees	727	884	985	1,161	1,124
Total Assets	288,444	430,214	548,589	719,947	822,884
Equity	45,388	66,645	100,663	206,869	223,160

RATIOS	2010	2011	2012	2013	2014
Loans > 30 days past due	2.2%	2.0%	2.2%	4.2%	4.1%
Loans > 90 days past due	0.9%	0.8%	1.0%	3.3%	3.2%
ROE (2)	23.8%	21.7%	19.8%	12.2%	11.7%
ROA (3)	3.7%	3.4%	3.6%	3.5%	3.2%
Basel Index	16.2%	16.5%	20.0%	34.7%	30.6%

(1) Placement net of provisions (factoring, credit, automotive credit, leasing and others)

(2) ROE: Total profit/ Total equity

(3) ROA: Total profit / Total assets

# Risk Rating

Tanner has national risk ratings from Clasificadora de Riesgo Humphreys Limitada and Fitch Ratings, and international ratings from Standard & Poor's and Fitch Ratings.

## National Humphreys

Ratings	Classification
Solvency	A+
Commercial Paper	N1/A
Bonds	A+
Outlook	Stable

## Fitch

Ratings	Classification
Solvency	A+
Bonds	A+
Short-term Commercial Paper	N1
Long-term Commercial Paper	A+
Outlook	Stable

Domestically, Humphreys improved our classification in long-term debt titles from category 'A' to category 'A+', with a stable outlook. The change in this rating is based on the strengthening observed in the company's corporate governance and operational controls, which, in practice, have translated into greater consolidation among the areas of auditing, risk, and information security, and have created a more proactive organizational culture of risk control and, thus, less exposure to abrupt deterioration of the loan portfolio.

Fitch Rating, meanwhile, maintained their previous risk rating of the company.

## International Standard & Poor's

Ratings	Classification
Long-term Foreign Currency	BBB-
Short-term Foreign Currency	F3
Long-term Local Currency	BBB-
Short-term Local Currency	F3
Outlook	Stable

## Fitch Ratings

Ratings	Classification
Long-term Foreign Currency	BBB-
Short-term Foreign Currency	F3
Long-term Local Currency	BBB-
Short-term Local Currency	F3
Outlook	Stable

Internationally, Fitch Ratings and Standard & Poor's maintained their long-term ratings of BBB- and short-term ratings of F3.

# Board of Directors



**JORGE  
SABAG S.**

Chairman  
6.735.614-4  
Degree in Business  
Administration



**RICARDO  
MASSU M.**

Vice-chairman  
6.420.113-1  
Degree in Finance  
MBA



**FRANCISCO  
ARMANET R.**

Director  
9.358.741-3  
Degree in Business  
Administration  
MBA



**EDUARDO  
MASSU M.**

Director  
4.465.911-5  
Degree in Business  
Administration  
MBA



**LEANDRO  
CUCCIOLI**

Director  
Italian passport  
YA5310842  
Degree in Industrial  
Engineering  
MBA



**MARTÍN  
DÍAZ PLATA**

Director  
U.K. passport  
720111843  
Degree in Finance and  
International Relations  
MBA



**FERNANDO  
TAFRA S.**

Director  
4.778.406-9  
Degree in Business  
Administration



**MARIO  
ESPINOZA F.**

Legal Counsel  
and Secretary  
9.092.010-3  
Lawyer

# 7 Senior Management



**MARIO  
CHAMORRO C.**

General Manager  
1 year with the company  
7.893.316-k  
Degree in Business  
Administration  
MBA



**GERMAN  
PAVA P.**

Operations and  
Technology Manager  
5 months with the company  
Passport AM825976  
Business Administration



**FRANCISCO  
OJEDA Y.**

Planning and Finance  
Manager  
5 years with the company  
8.832.039-5  
Degree in Business  
Administration  
MBA



**SERGIO  
RODRÍGUEZ P.**

Controller  
8 years with the company  
4.666.354-3  
Certified Accountant





**LUIS  
VIVANCO A.**  
Leasing Manager  
2 years with the company  
10.968.325-6  
Degree in Business  
Administration



**ROSARIO  
DONADO V.**  
Customer Service Manager  
3 years with the company  
22.081.432-7  
Degree in Business  
Administration



**NAYIBE  
NUÑEZ C.**  
Development and IT  
Innovation Manager  
2 with the company  
13.505.192-6  
Degree in Computer  
Engineering  
Masters in Computer  
Engineering



**JORGE  
OLIVA M.**  
Treasury Manager  
4 months with the company  
15.726.205-k  
Degree in Business  
Administration  
Masters in Financial  
Analysis



**SEBASTIÁN  
ROJAS P.**  
Administrative Manager  
2 months with the company  
13.715.955-4  
Degree in Business  
Administration  
MBA



**NATALIA  
MADRID S.**  
People Manager  
5 months in the company  
15.432.001-6  
Degree in Business  
Administration



**JULIAN  
RODRÍGUEZ S.**

Comercial Manager  
9 years with the company  
10.875.025-1  
Degree in Enforcement  
and Finance  
MBA



**JUAN CARLOS  
TRUFFELLO V.**

Risk and  
Normalization Manager  
1 month with the company  
7.627.454-1  
Degree in Industrial  
Engineering



**CLAUDIO  
VIDELA D.**

Automotive Loans Manager  
1 month with the company  
13.434.328-1  
Degree in Business  
Administration  
MBA



**ANTONIO  
TURNER F.**

Collections Manager  
1 month with the company  
13.668.525-2  
Degree in Business  
Administration  
MBA

*Mr. Javier Gómez M, Commercial Manager;  
Mr. Rodrigo Lozano B, Risk and Normalization  
Manager; Cristián Ruiz Tagle H, Automotive Loan  
Manager, left the company between January 1, 2015  
and the publication of this report.*



# Ownership

## SHAREHOLDERS

As of December 31<sup>st</sup>, 2014, the total number of subscribed and paid shares was 1,212,129, divided among a series of 294,951 common shares, 32,324 Class A preferred shares, and 884,854 Class B preferred shares.

All shares have full economic and political rights.

Class A preferred shares are subject to the obligation to be entirely swapped into common shares on March 31<sup>st</sup>, 2018 and will be: i) for 32,324 common shares, if at December 31<sup>st</sup>, 2017 the accumulated profits per share of the company in the period 2013-2017 is less than Ch\$ 177,835; (ii) for 15,944 common shares if at December 31<sup>st</sup>, 2017 the accumulated profits per share of the company in the period 2013-2017 is equal or greater than Ch\$ 177,835 but less than Ch\$ 194,002; and (iii) by one common share, if at December 31<sup>st</sup>, 2017 the accumulated profits per share of the company in the period 2013-2017 is equal or greater than Ch\$ 194,002.

Class B preferred shares have the right to receive a special pro rata dividend to an eventual maximum amount equivalent to Ch\$ 4,000,000,000 by January 31, 2016, if applicable. This dividend is related to the result of the recovery of overdue loans that the company has granted the company Pescanova S.A. If the recovery of such debts exceeds the amount resulting from subtracting Ch\$ 4,000,000,000 from US\$ 22,000,000, any amount in excess will be distributed as an eventual dividend to Class B shares.

The 12 largest shareholders in Tanner Servicios Financieros S.A. are:

en % cambiar  
comas por  
puntos

Shareholder	ID No.	Related Group	No. of shares as of Dec. 31, 2014	Share of Company
Inversiones Bancarias S.A.	99.546.550-7	Grupo Massu	636,413	Class B 52,50%
Inversiones Gables S.L.U.	59.196.270-1	Capital Group	280,203 30,708	Common Class A 25,65%
Asesorías Financieras Belén Ltda.	77.719.080-6	Jorge Sabag S.	90,303	Class B 7,45%
FSA Fondo de Inversión Privado	76.127.468-6	Francisco Schulz A.	79,905	Class B 6,59%
Inversora Quillota Dos S.A.	76.010.029-3	Ernesto Bertelsen R.	30,902	Class B 2,55%
Inversiones Río Abril Limitada.	77.569.400-9	Mauricio González S.	22,783	Class B 1,88%
Inversiones Similan, S.L.U.	59.196.260-4	Capital Group	14,748 1,616	Common Class A 1,35%
Asesorías e Inversiones Cau Cau Limitada	76.475.300-3	Sergio Contardo P.	4,994	Class B 0,41%
Asesorías e Inversiones Gómez Perfetti Limitada	76.477.320-9	Javier Gomez M.	4,776	Class B 0,39%
Inversiones y Asesorías Rochri Limitada	76.477.270-9	Rodrigo Lozano B.	4,776	Class B 0,39%
Xaga Asesorías e Inversiones Limitada	76.477.310-1	Julio Nielsen S.	3,000	Class B 0,25%
Inversiones Anita e Hijos Limitada	76.066.686-6	Ana María Lizarraga	1,909	Class B 0,16%
Ruiz-Tagle y Cáceres Limitada	76.053.093-K	Cristián Ruiz Tagle H.	1,909	Class B 0,16%
Otros			3,184	Class B 0,27%
Total shares			1,212,129	100,00%

The legal entity that controls the company, as defined in Title XV of Law 18,045, is Inversiones Bancarias with 636,413 shares, representing 52,504% ownership of the company. No individual directly owns a controlling share of the company.

Inversiones Bancarias S.A. is wholly and jointly owned through other investment entities by Mr. Ricardo Massu Massu, ID No. 6.420.113-1, Mr. Eduardo Massu Massu, ID No. 4.465.911-5, and Mr. Julio Massu Massu, ID No. 3.454.690-8.

The controlling shareholder, Inversiones Bancarias S.A., does not have nor has it ever formalized any time of joint action agreement for company management with any other shareholder.

# Directors and Senior Executive Compensation

In accordance with the agreement made by the Ordinary Shareholders' Meeting, the following sums were paid in expenses and other payments to the directors in 2013 and 2014:

- Jorge Sabag S., Ch\$ 23.9 million (Ch\$ 0 million in 2013) for expenses
- Francisco Armanet R., Ch\$ 23.9 million (Ch\$ 20.8 in 2013) for expenses
- Fernando Tafra S., Ch\$ 26.2 million (Ch\$ 22.9 in 2013) for expenses
- To Mr. Eduardo Massu M., Director, Ch\$ 23.9 million (Ch\$ 20.7 million in 2013) for expenses
- Ricardo Massu M., Ch\$ 26.4 million (Ch\$ 20.8 million in 2013) for expenses
- Guillermo Larraín R., Ch\$ 4.7 million (Ch\$ 23.0 million in 2013) for expenses

In the 2014 fiscal year, no payments were made in relation to the director positions of neither Martín Díaz Plata nor to Leandro Cuccioli, as they expressly and irrevocably renounced their right to receive a reimbursement for the expenses incurred in the fulfilment of their directors' roles.

In 2014, expenses related to consulting for the Board of Directors totaled Ch\$ 187.6 million.

During the 2014 fiscal year, Ch\$ 249 million was paid in severance packages.

Staff as of December 31, 2014	Tanner Servicios Financieros S.A.	Consolidated
Managers and deputy managers	20	62
Professionals and executives	167	319
Administrative personnel	272	743
Total	459	1,124



# Historical Background

1993	1994	1996/1999	2002
Tanner was founded by the main shareholders of Banco BHIF (now BBVA Chile) -the Massu and Said groups- with the name Bifactoring S.A.	Tanner was a founding member of the Asociación Chilena de Empresas de Factoring A.G. (Chilean Factoring Association), known as ACHEF.	Tanner became a member of Factors Chain International (FCI).	Tanner was registered with the Securities and Insurance Supervisor (SVS), and completed its first commercial paper issue in Chile.
2004/2005	2007	2008/2009	2010
The Car Loan Division was established. Tanner Corredores de Bolsa de Productos began operations as first commodities broker registered with the SVS.	IFC, the financial arm of the World Bank, acquired a 17.6% stake in Tanner. First bond issued in the domestic market (-US\$ 40 million).	The Leasing Division was created. New domestic bond issued totaling -US\$ 80 million.	Domestic bond issued for -US\$ 60 million. Capital increase of -US\$ 20 million. Acquisition of 50% of Tanner Corredores de Bolsa.
2011	2012	2013	2014
Insurance affiliate Corredora de Seguros began operations. Domestic bond issued for -US\$ 110 million. Capital increase of -US\$ 20 million. Company name changed to Tanner Servicios Financieros S.A.	Massu group increased its shareholding to 71%. Capital increase of -US\$ 41 million (Oct.). Domestic bond issued of -US\$ 70 million. Fitch and S&P assigned the Company an international risk rating of BBB- (investment grade) (Jan. 13).	International bond issued for US\$ 250 million (March). Acquisition of CIT Chile, now, Tanner Leasing Vendor. Capital Group Private Markets acquired a 27% stake in Tanner through a capital increase of US\$ 200 million.	International bond issued of US\$ 250 million (March). Acquisition of CIT Chile, now, Tanner Leasing Vendor. CIPEF acquired a 27% stake in Tanner through a capital increase of US\$ 200 million.

# Economic Sectors Overview

## ECONOMIC ENVIRONMENT

The economic developments in 2014 were characterized by a deceleration in developed countries and by a series of socio-political events affecting consumer and investor decisions. Notable events were low economic growth in Chile, the Russia-Ukraine conflict, the still poorly performing economy in the European Union, and reduced growth forecasts in Brazil and Japan, which the recovery in the US and UK have not been sufficient to counteract.

Slow growth in China and other world markets affected the price of commodities, which drives growth in emerging markets. As such, the level of savings and investments in emerging markets suffered, and GDP growth rates were reduced.

Chile and the rest of Latin America were not exempt from this phenomenon. The fall in the price of copper and the strengthening of the US economy significantly weakened the Chilean peso against the US dollar. The stronger dollar accelerated inflation much more than expected at the beginning of the year and greatly affected the exports market. The reduced commodities prices and rising domestic inflation, affecting production costs, altered investment plans, especially in mining, slowing national GDP growth to rates lower than expected at the beginning of the year.

## REGULATORY ENVIRONMENT

Tanner Servicios Financieros S.A. is a public corporation whose securities are registered with Chile's Securities and Insurance Supervisor (SVS) and it is subject to supervision by that entity as a securities issuer.

The principal laws applicable to the company's activities are:

- 18,046 Law on Corporations.
- 18,045 Law on the Securities Market.
- 18,010 Law on Money Lending Operations.
- 19,983 Law on Enforceability of Invoices.
- 19,496 Law on Consumer Protection and Modification of Law 20,555 (Financial Consumer Protection Agency, SERNAC).
- 19,628 Law on Personal Data Protection.
- 19,913 Law on Asset Laundering.
- 20,393 Law on Criminal Liability of Legal Entities in Regard to Asset Laundering, Terrorism Financing, and Bribery.

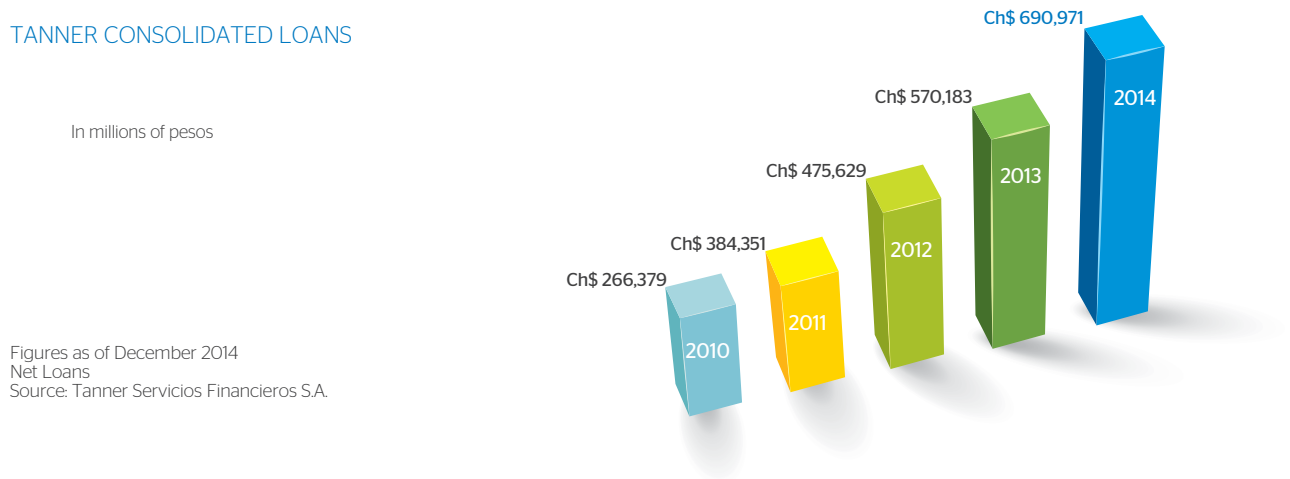
## Business and Activities

Tanner has established itself as a leading non-banking financial institution in the Chilean market. It has a healthy and diversified mix of businesses: factoring, loans, automotive loans, leasing, among others, all available to meet the financial needs of its clients. The market for each of these products is highly competitive, especially within the banking sector. In this context, the company has developed an agile and flexible customer service strategy with high quality standards, making the company a point of reference in the market.

## Tanner Consolidated Loans

In terms of the growth of its loan portfolio, Tanner performed above the market in 2014, as a consequence of the continued growth in all its traditional business lines, and in a boost in its corporate loans business. Tanner offers its clients solutions to their financial needs in the financing segments involved. As of December 2014, the company's net loan provision portfolio reached Ch\$ 690,971 million, a 21.1% increase from the previous year, with an annual growth rate of 26.9% between 2010 and 2014.

### TANNER CONSOLIDATED LOANS

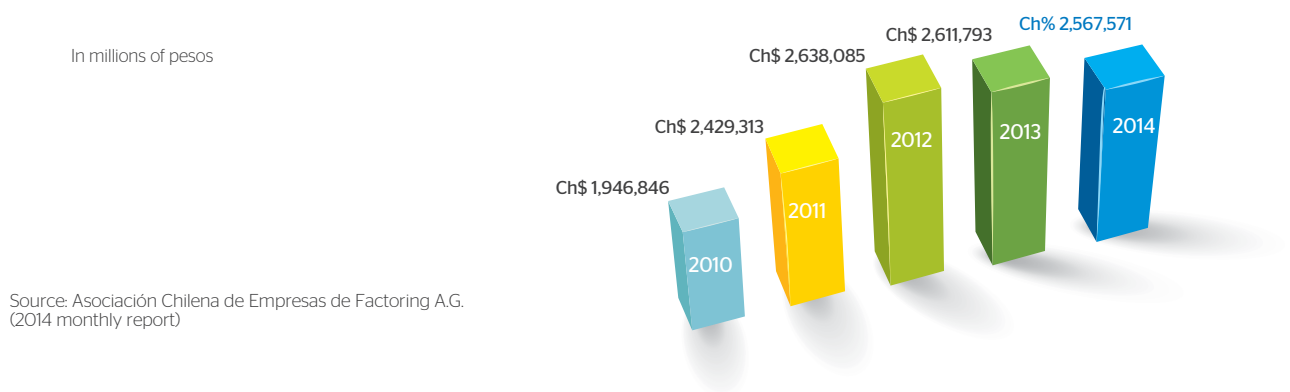


## Loans by Business Line

### Factoring

Factoring is a highly competitive market, with strong participation of banks and a growing participation of non-banking institutions. As of December 2014, loans reached Ch\$ 2,567,571 million, representing an annual growth rate of 7.2% between 2010 and 2014, and an operational volume of Ch\$ 14,413,878 million, according to preliminary figures from the Asociación Chilena de Empresas de Factoring A.G (Achef), the entity grouping banking institutions with factoring affiliates and business-related divisions.

### FACTORING LOANS



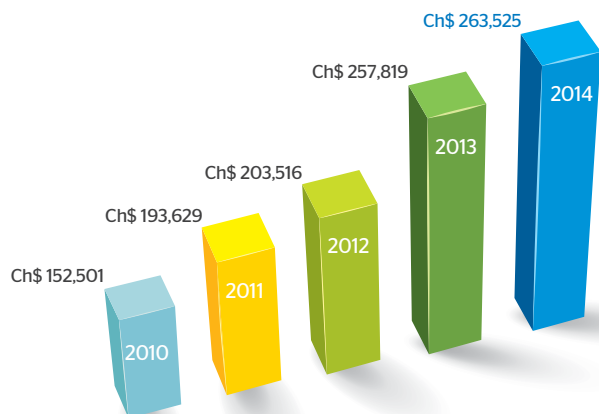
It was not a good year for domestic factoring, with loans decreasing 1.7% from the previous year and with a performance inferior to GDP.

Within Latin America, Chile is ranked second in terms of operational volume according to Factors Chain International (FCI). Factors Chain International is the largest factoring chain worldwide aiming to facilitate factoring among countries. Currently, there are 270 members from 73 countries, representing approximately 80% of all international factoring.

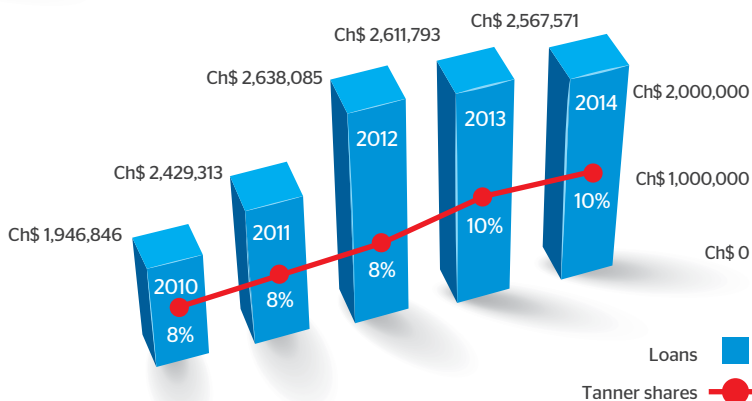
As of December 31, 2014, net factoring loan provision reached Ch\$ 263,525 million, 2.21% more than 2013, as a result of Ch\$ 1,783,127 million in gross operational volume.

For Tanner, domestic and international factoring loans represent 38.14% of its loan portfolio (as of December 31<sup>st</sup>, 2014), of which 29.42% is national and 8.71% international factoring.

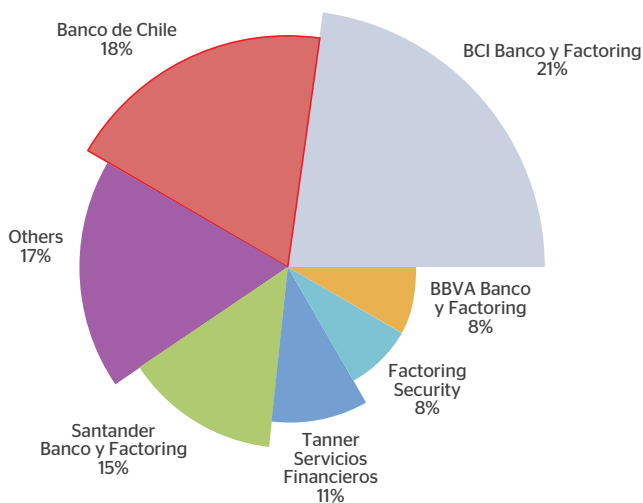
## FACTORING LOANS (1)



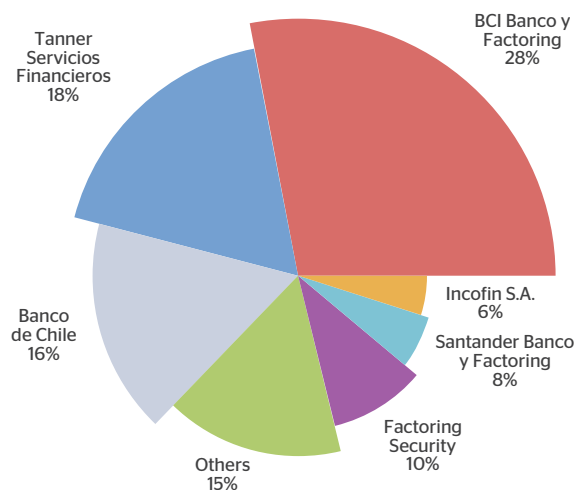
## MARKET SHARE IN FACTORING LOANS (1)



## MARKET SHARE BY VOLUME (2)



## MARKET SHARE BY NUMBER OF CLIENTS (2)



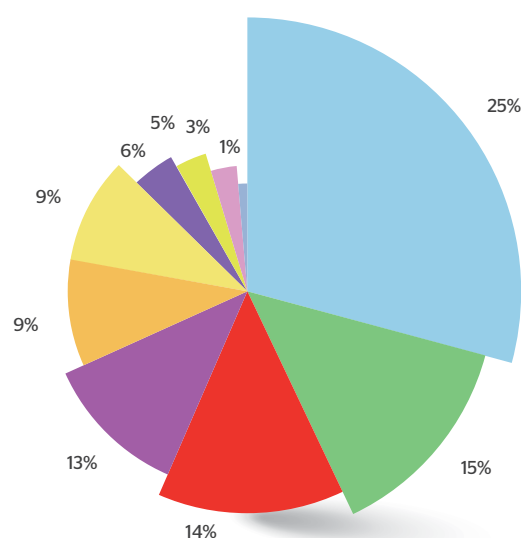
(1) Source: Tanner Servicios Financieros

(2) Source: Asociación Chilena de Empresas de Factoring A.G. (Achef). Figures as of December 2014

Tanner maintained its leading position among the 13 participating banks and affiliates of the Asociación Chilena de Factoring A.G. (Achef) in terms of number of clients. It has 3,279, remaining in second place with 18% of the market share, allowing proper atomization of its factoring portfolio, serving a wide range of SME clients. In terms of total stock and volume, the company holds 11% and 10% of the market share respectively, positioning it as the largest non-banking company in the country.

Tanner has always relied on loan diversification, especially when referring to factoring, as one of the main economic sectors in order to minimize risk. As of December 2014, the most important sectors were agriculture-forestry-fishing, services, roadwork and construction, wholesale business and financial institutions.

## FACTORING BY ECONOMIC SECTOR

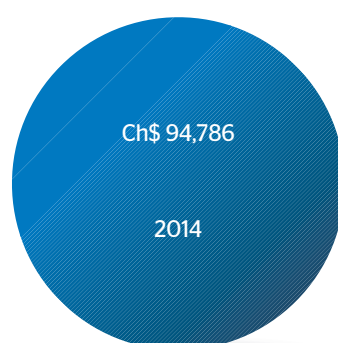


Source: Tanner Servicios Financieros S.A.

## CORPORATE LENDING

The banking market is the obliged referent in corporate lending. During 2014, business loans grew 2.75%, much lower than rates we are used to seeing in both absolute terms and in terms of the GDP.

This line of business is targeted at small, medium, and large businesses, and reached Ch\$94,786 million at the end of 2014, representing 13.73% of our total loans



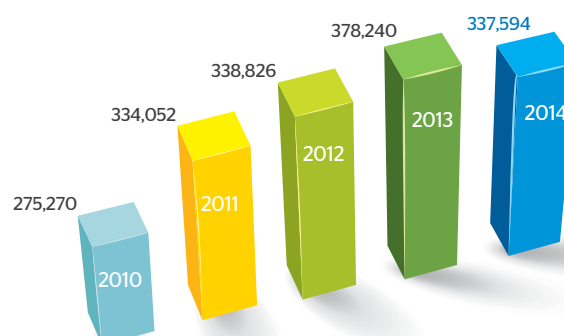
Source: Tanner Servicios Financieros S.A.

## Automotive Loans

Tanner has been present in the automotive loans market since 2004, meeting the vehicular financing needs of both individuals and companies.

During 2014, the automotive market was less dynamic than in previous years due to the drop in economic activity in Chile. Sales reached 337,594 vehicles, a drop of 10.7% from the previous year. Nonetheless, vehicle sales grew at a rate of 5.2% annually between 2010 and 2014.

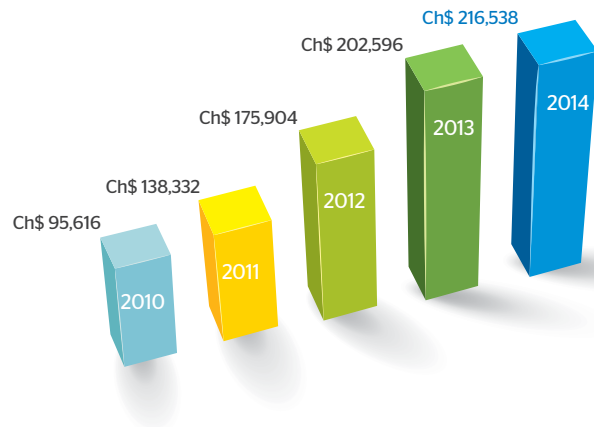
## SMALL AND MID-SIZED NEW CAR SALES



Source: Anac

Tanner automotive loans reached Ch\$ 216,538 million, with a growth rate of 6.9% since 2013 and representing 31.34% of all loans with an annual growth rate of 22.7% between 2010 and 2014.

## NET AUTOMOTIVE LOANS



Net loans provided  
Source: Tanner Servicios Financieros

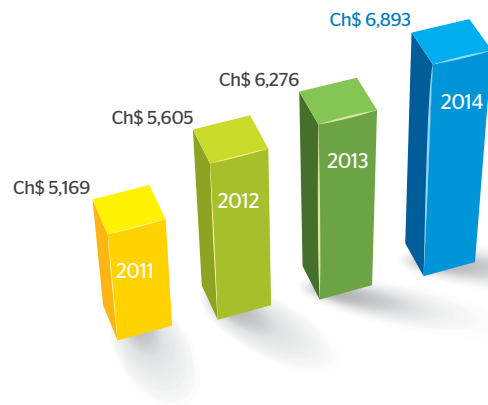
## Leasing

The leasing market in Chile is dominated by banking institutions. These companies are organized under the Asociación de Empresas de Leasing de Chile (Achel), of which Tanner is a member with 1.3% of the market in terms of loans.

Loans in this industry had an annual growth rate of 10.1% between 2011 and 2014.

## LEASING LOANS

In millions of pesos



Source: Achel

During 2014, Tanner's leasing loans totaled Ch\$ 85,735 million, an increase of 12.9% from the previous year.

Our leasing business mainly deals in leasing real estate assets, earthmoving equipment, transportation and industrial equipment, among others. As of December 31<sup>st</sup>, 2014, this line of business constituted 12.41% of all loans.

## NET LEASING LOANS



Net loans provided  
Source: Tanner Servicios Financieros



## Other Businesses

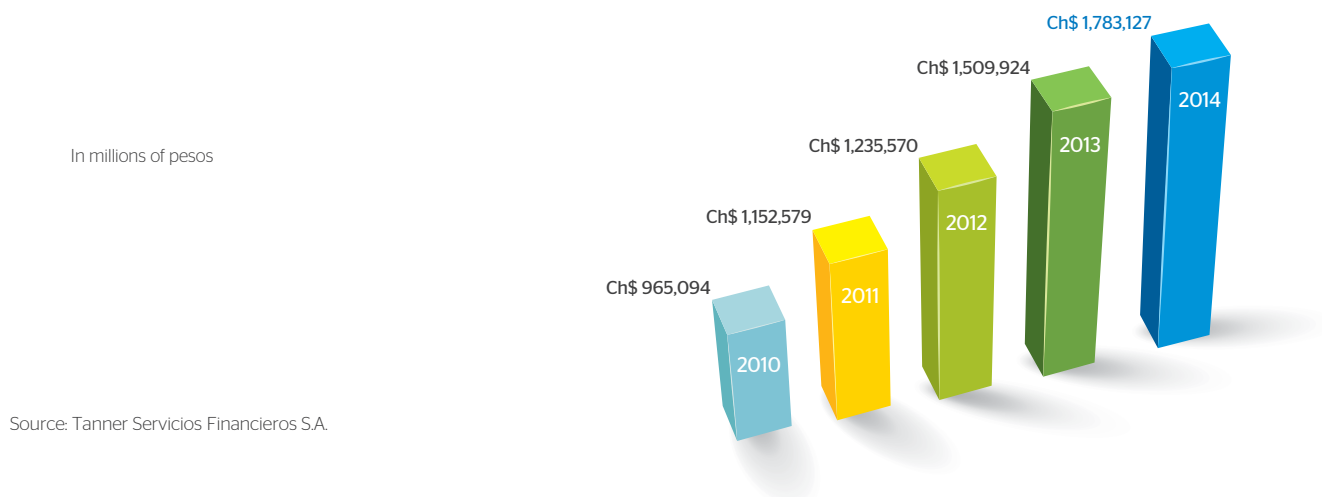
Other businesses represented 4.4% of the loan portfolio as of December 31, 2014, and consisted of stock, commodities, and insurance brokerage services.

Tanner Corredores Bolsa de Productos is positioned as one of the main commodities brokers in the country in terms of transactions, operations of invoices, and repos, with Ch\$ 103.231 million in business during 2014.

## Tanner Servicios Financieros Consolidated Operational Volume

Tanner Servicios Financieros consolidated operational volume, among factoring, automotive credit, and leasing, was Ch\$ 1,783,127 (US\$ 2,939), representing an 18.1% increase vs. 2013.

### TANNER SERVICIOS FINANCIEROS GROSS OPERATIONAL VOLUME



## Risk Management

The risk management system of the company relies on specialization, business knowledge, and the experience of its team members, composed of professionals specifically knowledgeable in each type of risk. Tanner's policy is to maintain an integrated vision of risk management oriented to the future and the current and projected economic environment, inspired by risk-return evaluations of all products, incorporating both the company and its affiliates.

The Tanner Servicios Financieros S.A. Board of Directors is responsible for approving policies and establishing a framework for proper administration of the different risks the organization faces. It is also constantly updated on the evolution of the different risk areas, participating in compliance, audit and credit committees, where the states of credit and market risks are reviewed. The board actively participates in each of these committees, gathering information on the status of the loan portfolio and participating in strategic decisions that impact on the quality of the portfolio.

Risk management policies are established in order to identify and analyze risks faced by the company, to set limits and adequate risk controls, and to monitor risks and fulfillment of those limits. Policies and risk management systems are regularly reviewed in order to reflect changes in market conditions and to foster an environment of disciplined and constructive control in which all staff understand their roles and obligations.

### Credit Risk

Credit risk is the probability of financial loss that the company faces as a result of a client or financial instrument counterpart breaking a contractual agreement. Tanner Servicios Financieros conducts business within a controlled risk profile. The credit process follows the following steps:

### Admissions Process

The admissions process is managed individually. Credit requests, generated via the client acquisition channels such as the commercial platform and sales efforts, are received and evaluated by each risk sub-management section.

Risk is managed in factoring and leasing along the business lines. Client exposure is established through an analysis of the client's financial information, type of exposure, degree of documentation, guarantees, market conditions, and economic sector perspectives, among other factors.

Once the client is evaluated, the credit request is sent to the different committees in the company for final approval, depending on the amount of credit and total exposure of the client. The company's maximum body is the credit committee, formed by at least three company directors, which analyzes client exposure over Ch\$ 200 million.

The automotive business controls risk through financial evaluation of each of its credit subjects, identifying the ability that each of them have to pay based on income, current debt, initial deposit, and vehicle characteristics. Financing decisions are ultimately based on this analysis.

In this context, the company has done in-depth work on all of its credit policies, clearly defining decision-making variables, debt ceilings, attributions, accreditation, among other variables, delimiting the credit risk of each operation.

### **Portfolio Tracking**

Portfolio tracking is a process of continuous observation with the objective of detecting anticipated changes in the evolution of client and environment risk. With this analysis, mitigated actions are undertaken to resolve these high levels of risk.

Control and tracking is focused on a set of reviews. Among the most relevant are the review schemes of our main clients in economic areas or clients that may be affected by abrupt changes in economic conditions such as interest rates, foreign exchange rate, etc.

The lessons learned in these committees do not only affect tracking policies, but also serve as input to modify credit policies.

### **Collection**

Tanner is a client-focused organization. As such, billing is done considering the nature of the debtor, the type of business in which the debtor is involved in, and the type of product that it has contracted with the company.

Tanner has a recovery and client management plan, which defines actions to carry out, timeframes for responsible execution, and also includes monitoring the effectiveness of each defined collection strategy. To do this, the company centralizes and updates the information on each of its clients.

### **Market Risk**

Market risk refers to the potential loss that the company may face due to the adverse movement of economic variables, such as foreign exchange rates, interest rates, liquidity, unemployment rates, and the economic and political stability of the country.

Economic variables are controlled by Tanner's Board of Directors on the Assets and Liabilities Management Committee (CAPA for its name in Spanish), which meets monthly with the entire board. The committee makes decisions based on the duration of assets and liabilities, currency exposure, cash flow, and the financial position compared to the competition.

Employment and economic and social stability of the country are also variables that are reviewed because of their important effect on Tanner's business lines, given that our clients are primarily small- and medium-sized businesses in factoring and leasing and individual consumers in automotive credit.

Treasury Management is responsible for correctly applying appropriate policies and liquidity as determined by the Board of Directors and the CAPA, such as cash flow control and the evaluation of established liquidity indices.

With regard to this, there are early alert indicators that monitor the projected business flow and available financing alternatives. To this effect, Treasury Management reports to top management the financing availability via available sources and new alternatives. The company's priority is the constant search of new financing sources and the opening of new business lines that diversify credit risk.

### **Operational Risk**

The Basel Committee on Banking Supervision defines operational risk as "risk of loss resulting from inadequate or failed internal processes, people and systems or from external events. This definition includes legal risk, but excludes strategic and reputational risk."

Since December of this year, the company has had a blueprint of all the company's processes. During its development, a survey of all critical processes was completed, creating an inherent and residual risk matrix for each of the relevant business lines, identifying points of risk and mitigated control.

### **Corporate Compliance and Prevention**

Tanner Servicios Financieros S.A. is committed to the detection and prevention of possible cases of money laundering, financing of terrorism, and bribery.

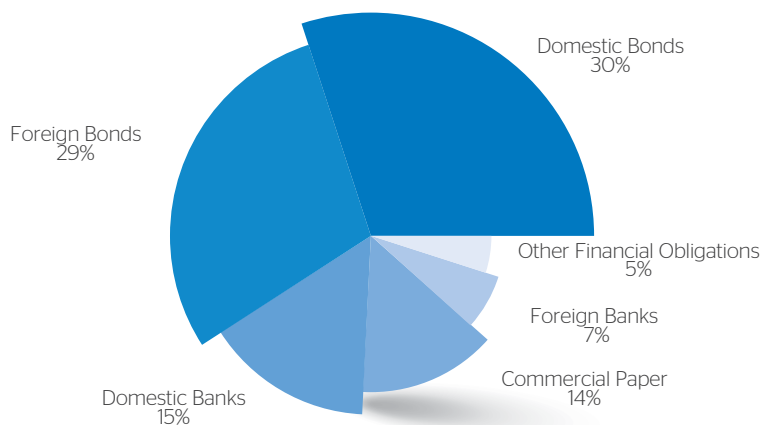
The Sub-department of Corporate Compliance is the unit dedicated to detecting, monitoring, and reporting unusual or suspicious operations that may be related to these types of illicit activity in order to comply with legal norms, the principles and values of the company, and to protect the company's reputation and assets.

Tanner Servicios Financieros S.A. implemented its crime prevention model in 2013, under the supervision of crime prevention staff within the Sub-department of Corporate Compliance, in accordance with law No. 20,393, which establishes criminal responsibility for legal entities in cases of money laundering, financing of terrorism, and bribery.

The company incorporated technological tools to actively monitor transactions and review national and international lists of people and institutions sanctioned for cases of money laundering, financing of terrorism, and other crimes. Additionally, all of our company's associates were trained on this material to continue seeking a culture of corporate compliance and a way to familiarize everyone on prevention policies and procedures, so that all parties can actively support the Sub-department of corporate Compliance.

## Investment and Financing Policies

Tanner Servicios Financieros has diverse financing sources in both the domestic and international markets.



Tanner Servicios Financieros obtains credit lines in local currency through banks and by issuing bonds and commercial paper in the domestic capital markets

As of December 31<sup>st</sup>, 2014, the company had six lines of business approved by the Securities and Insurance Supervisor (SVS). In addition, it has seven current bond issues, three totaling Ch\$ 48,314 million, and three in UF totaling Ch\$ 113,705 million. Domestic commercial paper and bonds are placed through auctions on the Santiago Securities Exchange.

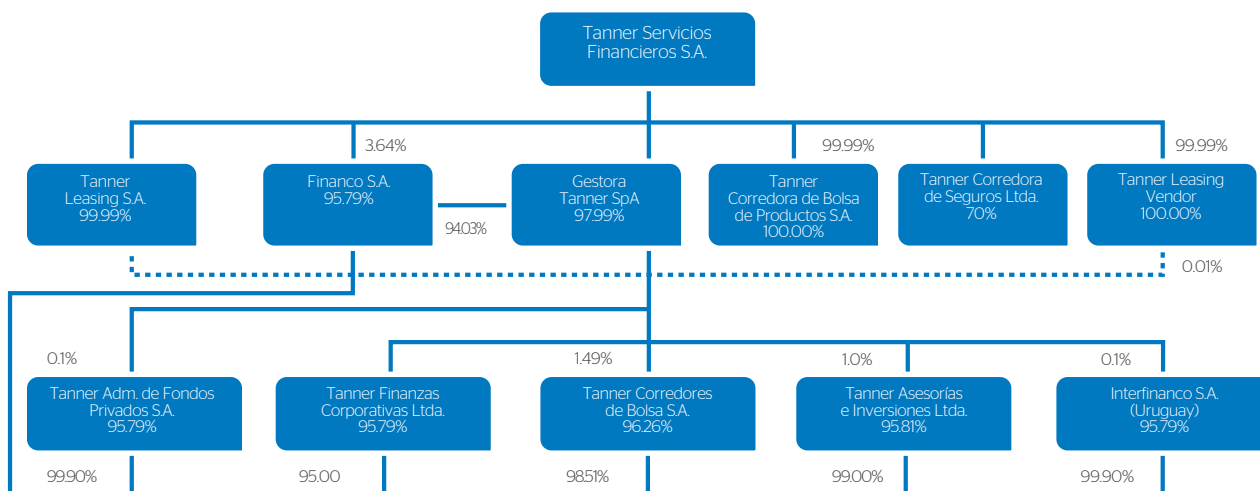
In the international markets, the Company's financing sources consist of the Corporación Interamericana de Inversión (CII) of the Inter-American Development Bank (IDB), Deutsche Bank, and DEG, as well as the placement of an international bond for US\$ 250 million in 2013.

The Company's sources of financing, including bonds, have a defined amortization calendar; bank credit lines are paid in the short term, while commercial paper is also renewed for short term periods.

Normally bank lines of credit are renewed annually, and are used on a 30- to 90-day revolver basis at an interest rate negotiated for each operation. Tanner Servicios Financieros's policy is to maintain a minimum of its credit lines permanently available.

In terms of investments, Tanner Servicios Financieros occasionally invests in paper originated by the Commodities Broker, and regularly invests cash surpluses in mutual funds (only fixed-income with a very short term) and short-term agreements with banks.

## Affiliated Company Information



(1) Financo owns 95.79% and Tanner Servicios Financieros owns 3.64%.

(2) Gestora Tanner SpA and Financo S.A. own 100% of the shares of these companies.

# Affiliates

## Tanner Leasing S.A.

**Legal Name:** Tanner Leasing S.A.  
(née Servicios Factorline S.A.)

**Company objective:** The main objective of Tanner Leasing S.A. is to provide out-of-court and/or judicial collection services for any type of loan or obligation on its own behalf or on behalf of third parties, as well as providing data processing, storage and transmission services. The company began providing leasing services in 2007.

**General information:** Tanner Leasing S.A. was established on August 6, 1999, by public deed. An abstract of this deed was published in Diario Oficial on August 27, 1999.

**Net assets:** Ch\$ 16,583 million

**Subscribed and paid-in capital** Ch\$ 13.6 million

**Parent company capital participation:** 99.99% (unchanged from the previous year)

**Share of parent company assets represented by the investment:** 2.1%

### Board of Directors:

Chairman	:	Jorge Sabag S. (Chairman, Tanner Servicios Financieros S.A)
Vice-chairman	:	Ricardo Massu M. (Vice-chairman, Tanner Servicios Financieros S.A)
Director	:	Francisco Armanet R. (Director, Tanner Servicios Financieros S.A)
Director	:	Fernando Tafrá S. (Director, Tanner Servicios Financieros S.A)
Director	:	Eduardo Massu M. (Director, Tanner Servicios Financieros S.A)
Director	:	Martín Díaz Plata (Director, Tanner Servicios Financieros S.A)
Director	:	Leandro Cuccioli (Director, Tanner Servicios Financieros S.A)
General Manager	:	Mario Chamorro C. (General Manager, Tanner Servicios Financieros S.A)

**Business relationships with affiliated companies:** Leasing operations are carried out through Tanner Leasing S.A. Additionally, the company is in charge of carrying out normal, judicial, and out-of-court collection services for all documents acquired by Tanner Servicios Financieros S.A.

Factoring contracts between Tanner Servicios Financieros S.A. and its clients stipulate that the clients authorize the company to carry out collections directly or via third parties. As such, Tanner Servicios Financieros S.A. authorizes Tanner Leasing S.A. to carry out collections on its behalf.

**Agreements and contracts with affiliated companies:** Tanner Servicios Financieros S.A. and Tanner Leasing S.A. have maintained a contractual relationship since June 2000 through which Tanner Leasing S.A. is responsible for collection of the company's entire portfolio and the provision of other services.

## Tanner Corredores de Bolsa de Productos S.A.

**Legal Name:** Tanner Corredores de Bolsa de Productos S.A. (née Factorline Corredores de Bolsa de Productos S.A.)

**Company objective:** The main objective of Tanner Corredores de Bolsa de Productos S.A. is to provide brokerage services on the Commodities Exchange, including the purchase and sale of commodities on its own behalf and carrying out additional related activities expressly authorized by the Superintendencia de Valores y Seguros. In addition to this, the company executes agreements and contracts necessary and/or appropriate for these purposes.

**General information:** Tanner Corredores de Bolsa de Productos S.A. was established on June 29, 2005, by public deed. An abstract of the deed was published in Diario Oficial on July 16, 2005.

**Net assets:** Ch\$ 1,767 million

**Subscribed and paid-in capital:** Ch\$ 902 million

**Parent company capital participation:** 99.99%

**Share of parent company assets represented by the investment:** 0.2%

### Board of Directors:

Chairman	:	Jorge Sabag S. (Chairman, Tanner Servicios Financieros S.A)
Director	:	Mario Chamorro C. (General Manager, Tanner Servicios Financieros S.A)
Director	:	Francisco Ojeda Y. (Planning and Finance Manager, Tanner Servicios Financieros S.A)
General Manager	:	Daniela Zamorano A.

**Business relationships with affiliated companies:** Tanner Servicios Financieros S.A is a client of Tanner Corredores de Bolsa de Productos S.A.

**Agreements and contracts with affiliated companies:** Tanner Servicios Financieros S.A. leases office space to Tanner Corredores de Bolsa de Productos S.A.

## Tanner Corredora de Seguros Ltda.

**Legal name:** Tanner Corredora de Seguros Ltda.

**Company objective:** The primary objective is insurance brokerage.

**General information:** Tanner Corredora de Seguros Ltda. was established by public deed on January 27, 2011. An extract of this deed was published in Diario Oficial on February 5, 2011.

**Net assets:** Ch\$ 1,033 million

**Subscribed and paid-in capital:** Ch\$ 110 million

**Parent company capital participation:** 70%

**Share of parent company assets represented by the investment:** 0.1%

**Business relationships with affiliated companies:** Providing insurance contracts for the parent company's client portfolio and its own property.

**Agreements and contracts with the affiliated company:** Rental contract.

## Tanner Leasing Vendor Limitada

**Company objective:** Leasing operations, including the purchase, sale, import, and export of tangible and intangible goods. Tanner Leasing Vendor Limitada also enters into rental contracts for such goods, either as lessor or lessee, and provides other services complementary to those mentioned above.

**General information:** Tanner Leasing Vendor Limitada was established by public deed on May 12, 1998, by Notary Public María Gloria Acharán Toledo in Santiago.

**Net assets:** Ch\$ 21,420 million

**Subscribed and paid-in capital:** Ch\$ 4,513 million

**Parent company capital participation:** 99.9%

**Share of parent company assets represented by the investment:** 2.7%

## Gestora Tanner SpA

**Company objective:** The objectives of Gestora Tanner SpA are: a) to carry out investments in all types of real estate and other tangible and intangible property, shares, bonds, debentures, payments and rights in companies or other stocks and securities with the authority to manage such investments; b) to participate as a partner or shareholder in all kinds of companies in Chile and abroad; and c) to provide economic, financial and investment advisory services either on its own behalf or to third parties.

**General information:** Gestora Tanner SpA was established on December 31, 2008, by public deed. An abstract of this deed was published in Diario Oficial on January 27, 2009.

**Net assets:** Ch\$ 8,343 million

**Subscribed and paid-in capital:** Ch\$ 8,386 million

**Parent company capital participation:** 98.0%

**Share of parent company assets represented by the investment:** 1.0%

#### Boards of Directors:

Chairman	:	Ricardo Massu M. (Vice-chairman, Tanner Servicios Financieros S.A)
Director	:	Jorge Sabag S. (Chairman, Tanner Servicios Financieros S.A)
Director	:	Eduardo Massu M. (Director, Tanner Servicios Financieros S.A)
General Manager	:	Jorge Sabag S. (Chairman, Tanner Servicios Financieros S.A)

**Business relationships with affiliated companies:** Tanner Servicios Financieros S.A. is a client of Tanner Corredores de Bolsa S.A.

**Agreements and contracts with affiliated companies:** none.

### Financo S.A.

**Company objective:** The primary objectives of Financo S.A. are: a) the investment, reinvestment, purchase, sale, acquisition and transfer for any purpose of all kinds of tangible and intangible property. These include negotiable securities, stocks, loans, bonds, debentures, company rights, commercial paper in general and any other security, management and marketing of said investments and receipt of profit and income from them; b) the acquisition, building, investing, transferring and carrying out of all types of operations involving real estate and receipt of profit and income for any purpose; c) the projecting, conducting of studies, planning, executing, designing, overseeing, and advising of tangible or intangible projects, including studies, technical advisory services, among others; d) the participation in companies, via the establishment, modification, management, dissolution, and liquidation of companies, performing mandates, commissions and representations of any kind, and carrying out brokerage operations involving tangible and intangible property as permitted by law for any person or type of business.

**General information:** Financo S.A. was established by public deed on January 18, 1979 by Notary Public Pedro Avalos of Santiago, recorded in Folio 115 No.67 of the 1958 Santiago Commerce Registry.

**Net assets:** Ch\$ 5,436 million

**Subscribed and paid-in capital:** Ch\$ 3,332 million

**Parent company capital participation:** 99.43%

#### Board of Directors:

Chairman	:	Ricardo Massu M. (Vice-chairman, Tanner Servicios Financieros S.A)
Director	:	Jorge Sabag S. (Chairman, Tanner Servicios Financieros S.A)
Director	:	Eduardo Massu M. (Director, Tanner Servicios Financieros S.A)
General Manager	:	Jorge Sabag S. (Chairman, Tanner Servicios Financieros S.A)

### Tanner Corredores de Bolsa S.A.

**Company objective:** The sole objective of Tanner Corredores de Bolsa S.A. is securities brokerage and the purchasing and selling of securities on its own behalf in order to transfer the rights of such securities, in accordance with all legal and regulatory requirements. Tanner Corredores de Bolsa S.A. is able to carry out complementary activities authorized by the Superintendencia de Valores y Seguros.

**General information:** Tanner Corredores de Bolsa S.A. was established by public deed on December 26, 1939, as recorded in Folio 23 No.21 in the 1940 Commerce Registry.

**Net assets:** Ch\$ 8,168 million

**Subscribed and paid-in capital:** Ch\$ 6,463 million

**Parent company capital participation:** 96.26%

#### Board of Directors:

Chairman	:	Mario Chamorro C. (General Manager, Tanner Servicios Financieros S.A)
Director	:	Fernando Tafrá S. (Director, Tanner Servicios Financieros S.A)
Director	:	José Antonio Buenaño G.
General Manager	:	Felipe Divin L.

## Tanner Administradora de Fondos Privados S.A

**Company objective:** The objective of Tanner Administradora de Fondos Privados S.A. is investment fund management

**General information:** Tanner Administradora de Fondos Privados S.A. was established on September 29, 2008, by public deed. An abstract of this deed was published in Diario Oficial on October 2, 2008.

**Net assets:** Ch\$ 115 million

**Subscribed and paid-in capital:** Ch\$ 50 million

**Parent company capital participation:** 95.79%

### Board of Directors:

Chairman	:	Ricardo Massu M. (Vice-chairman, Tanner Servicios Financieros S.A)
Director	:	Jorge Sabag S. (Chairman, Tanner Servicios Financieros S.A)
Director	:	Eduardo Massu M. (Director, Tanner Servicios Financieros S.A)
General Manager	:	Jorge Sabag S. (Chairman, Tanner Servicios Financieros S.A)

## Tanner Finanzas Corporativas Ltda.

**Company Objective:** The objectives of Tanner Finanzas Corporativas Ltda. are: a) providing advisory services and consultancy in finance, research, reporting, information gathering, economic and financial matter studies and evaluations related to projects, investments, businesses, companies, corporations or associations, and advising on structuring of liabilities, acquisitions, reorganizations, splits, mergers, transfers, company management, and in all other matters directly or indirectly related to the aforementioned; b) investing in all kinds of tangible and intangible property; and c) carrying out any other activity agreed to by the partners.

**General information:** Tanner Finanzas Corporativas Ltda. was established by public deed on July 7, 2008. An extract of this deed was published in Diario Oficial on July 15, 2008.

**Net assets:** Ch\$ (140) million

**Subscribed and paid-in capital:** Ch\$ 13 million

**Parent company capital participation:** 95.81%

## Tanner Asesorías e Inversiones Ltda.

**Company objective:** The objectives of Tanner Asesorías e Inversiones Ltda. are: a) to provide all kinds of services, advising and consulting on economics, financial investments, corporate governance and management, accounting, taxes, real estate and training matters, including providing all kinds of outsourcing services to third parties in the abovementioned areas, as well as acting as representatives, investment portfolio managers, and generally carrying out the activities of a business agency; b) to invest on its own behalf or on behalf of third parties in all kinds of tangible and intangible property and real estate, such as stocks, bonds, debentures, shares or rights in companies and any type of negotiable security, with the authority to manage said investments; and c) to carry out any other activity directly or indirectly related to the aforementioned activities.

**General information:** Tanner Asesorías e Inversiones Ltda. was established by public deed on June 19, 2007. An extract of this deed was published in Diario Oficial on July 13, 2007.

**Net assets:** Ch\$ (731) million

**Subscribed and paid-in capital:** Ch\$ 17 million

**Parent company capital participation:** 95.81%



# Shareholder Information

## Distributable Profits

As of December 31, 2014, company capital consisted of 1,212,129 subscribed and paid shares.

Distributable profits for the 2014 financial year were Ch\$ 25,824 million.

## Dividends Paid

In 2012, 2013, and 2014, the following dividends (shown in historical value) were paid out and charged to income for the financial year indicated:

Year	Dividend Type	No. of Shares	Dividend per Share (Ch\$)	Payment Day
2013	Definitive	1,212,129	2,694	March 2014
2013	Definitive	884,854	17,409	November 2013
2012	Definitive	884,854	6,650	March 2013
2011	Definitive	775,000	5,700	March 2012

## Dividend Policy

The company's dividend policy is to distribute at least 30% of net income for each financial year.

## Share Transactions

During 2014, the following share transactions were registered:

Purchase and sale of shares:

Sales	Relationship	Purchase	Relationship	No. of Shares	Share Price (Ch\$)	Amount (Ch\$ millions)
Asesorías e Inversiones Cau -Cau Ltda	Shareholder	Inversiones Bancarias S.A.	Shareholder	1,056	173,813	183,5
Asesorías e Inversiones Cau -Cau Ltda	Shareholder	Inversiones Bancarias S.A.	Shareholder	2,950	260,720	769,1
Xaga Asesorías e Inversiones Ltda	Shareholder	Inversiones Bancarias S.A.	Shareholder	1,535	175,929	270,1
Inversiones Durand y Quiroga Limitada.	Shareholder	Inversiones Bancarias S.A.	Shareholder	500	265,571	132,8
Majo SpA	Shareholder	Inversiones Bancarias S.A.	Shareholder	200	170,418	34,8
Alejandro Alfaro Valenzuela	Shareholder	Inversiones Bancarias S.A.	Shareholder	150	267,504	40,1
José Rodríguez Larenas	Shareholder	Inversiones Bancarias S.A.	Shareholder	100	267,504	26,8
Majo SpA	Shareholder	Inversiones Strana S.A.		200	170,418	34,8





# Highlighted Events

## Change of Directors

On April 1<sup>st</sup>, 2014, the Director of Tanner Servicios Financieros, Mr. Guillermo Larraín D., presented his resignation, which was accepted in a routine meeting on April 29<sup>th</sup>. At this time Fernando Tafra S. was named as his replacement.

## Change of General Manager

In the meeting on January 30<sup>th</sup>, 2014, the Board of Directors agreed to name Mr. Mario Chamorro C. as General Manager, becoming a new member of the company on February 3<sup>rd</sup>, 2014.

## Investment in Companies

On December 31<sup>st</sup>, 2014, Tanner Servicios Financieros S.A. increased its participation in Gestora Tanner SpA from 77.27% to 98.00%, which in turn increased its participation in the affiliated companies of Financo S.A., Tanner Corredora de Bolsa S.A., Tanner Finanzas Corporativas Ltda, Tanner Asesorías e Inversiones Ltda., Tanner Administradora de Fondos Privados S.A. and Interfinanco S.A.

In April 2014, Tanner Servicios Financieros acquired 2,999 shares and Tanner Leasing S.A. one share, emitted by the company Tanner Corredores de Bolsa de Productos S.A. By doing so, the company became the direct owner of 99.99% of the shares emitted by the aforementioned company, and indirectly 100% owner.

## Bond Issuance

On April 9<sup>th</sup>, 2014 the company issued 5-year domestic bonds for 1.5 million UF.

On November 26<sup>th</sup>, 2014 the company issued 2-year domestic bonds for Ch\$ 20,000 million.

## Domestic Risk Rating

In September 2014, Humphreys Limitada, a risk rating agency, improved the company's risk rating in long-term debt securities from "A" to "A+".

## International Risk Rating

In February 2014, Standard & Poor's maintained their previous evaluation of the company's risk as BBB- (Counterparty Credit Rating) with a stable outlook, relating to Invest Grade in the issuing of foreign debt.

## Superintendency of Banks and Financial Institutions Oversight

In accordance with Law No. 20,715, which modified Law No. 18,010 on Money Lending Operations as of January 1, 2015, the Superintendency of Banks and Financial Institutions will audit Tanner Servicios Financieros S.A. as an institution that places funds on a large scale through money lending operations.



# Subsequent Events

On January 28<sup>th</sup>, 2014, Tanner placed 5-year bonds worth UF 1.0 millions, maturing in 2019. In February 2015, Tanner Servicios Financieros S.A enrolled in 10-year commercial paper worth Ch\$ 100,000 with the Securities and Insurance Supervisor (SVS).

# Management's Responsibility for Financial Statements

The Board of Directors and the General Manager declare under oath that the information contained within this annual report for the financial year ending on December 31, 2014, is true and has been prepared in accordance with the information at their disposal.

Jorge Sabag S.  
Chairman  
6.735.614-4

Ricardo Massu M.  
Vice-chairman  
6.420.113-1

Eduardo Massu M.  
Director  
4.465.911-5

Francisco Armanet R.  
Director  
9.358.741-3

Fernando Tafra S.  
Director  
4.778.406-9

Leandro Cuccioli  
Director  
Pasaporte Italiano  
YA5310842

Martín Díaz Plata  
Director  
Pasaporte Británico  
720111843

Mario Chamorro C.  
General Manager  
7.893.316-K

This statement of responsibility has been signed by the Board of Directors. Copies of this document, which contain their signatures, are being kept by the General Manager.

# ↗ Tanner Servicios Financieros S.A. and Subsidiaries



## INDEPENDENT AUDITORS REPORT CONSOLIDATED STATEMENT OF FINANCIAL POSITION CONSOLIDATED INCOME STATEMENT CONSOLIDATED STATEMENT OF CHANGES IN NET EQUITY CONSOLIDATED STATEMENT OF CASH FLOW STATEMENT NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

\$	:	Chilean pesos
ThCh\$	:	Thousands of Chilean pesos
ThUS\$	:	Thousands of United States dollars
UF	:	UF, an inflation indexed currency based on the Chilean peso
US\$	:	US Dollars
IFRS	:	International Financial Reporting Standards
IAS	:	International Accounting Standards
IFRIC	:	International Financial Reporting Standards Committee

# Independent Auditors Report

Santiago, February 26, 2015

To the Shareholders and Directors Tanner Servicios Financieros S.A.

We have audited the accompanying consolidated financial statements of Tanner Servicios Financieros S.A. and its subsidiaries, which comprise the consolidated statement of financial position as of December 31, 2014 and the consolidated statement of income, comprehensive income, changes in equity and cash flows statement for the year then ended, and the related notes to the consolidated financial statements.

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

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with instructions and standards for the preparation and presentation of financial information issued by the Chilean Superintendency of Securities and Insurance as described in Note 2 to the consolidated financial statements. This responsibility includes the design, implementation, and maintenance of relevant internal controls for the preparation and fair presentation of consolidated financial statements that are free from significant misstatement, whether due to fraud or error.

## **Auditor's responsibility**

Our responsibility is to express an opinion on these consolidated financial statements based on our audit. We conducted our audit in accordance with Chilean generally accepted auditing standards. Those standards require that we plan and perform our work to obtain reasonable assurance that the consolidated financial statements are free of any significant misrepresentations. An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers the relevant internal controls for the reasonable preparation and presentation of the consolidated financial statements of the entity with the aim of designing auditing procedures appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Consequently, we do not express such an opinion. A audit also includes an assessment of the accounting principles used and of the significant accounting estimates made by Management, as well as an assessment of the overall presentation of the consolidated financial statements.

We consider that the audit evidence obtained is sufficient and appropriate to provide a reasonable basis for our opinion.

## **Opinion**

In our opinion, the consolidated financial statements referred herein present fairly, in all material respects the financial position of Tanner Servicios Financieros S.A. and its subsidiaries as of December 31, 2014, and the results of their operations and cash flows for the year ending on that date, based on instructions and standards for the preparation and presentation of financial information issued by the Chilean Superintendency of Securities and Insurance, as described in Note 2.

## **Accounting basis**

As described in Note 2 to the consolidated financial statements, the Chilean Superintendency of Securities and Insurance issued Official Bulletin No. 856 dated October 17, 2014 instructing audited entities to register the differences in deferred tax assets and liabilities that occur as a direct result of the increase in the corporate income tax rate introduced by Law 20,780 against equity. This changed the accounting policy for the preparation and presentation of financial information, which until that date was according to International Financial Reporting Standards. As of December 31, 2014 and for the year ended on that date, the effects of this change to accounting policy are described in Note 14. This matter does not change our opinion.

## **Other Matters**

We have performed an audit in accordance with Chilean generally accepted auditing standards on the consolidated financial statements of Tanner Servicios Financieros S.A. and subsidiaries as of December 31, 2013, and in our report dated January 30, 2014 we expressed an unqualified audit opinion on these consolidated financial statements.



Roberto J. Villanueva B.  
RUT: 7.060.344-6



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# Consolidated Classified Financial Position Statement

As of December 31, 2014 and 2013  
(Figures in thousands of Chilean pesos - ThCh\$)

ASSETS	Note	12.31.2014 ThCh\$	12.31.2013 ThCh\$
<b>CURRENT ASSETS:</b>			
Cash and cash equivalents	7	22,855,873	31,921,240
Other financial assets, current	8	25,368,165	52,490,866
Other non-financial assets, current		836,903	893,992
Trade debtors and other accounts receivable, current	10	461,156,641	407,771,358
Accounts receivable from related companies, current	12	712,740	1,321,446
Current tax assets	14	12,221,840	11,100,380
<b>TOTAL CURRENT ASSETS</b>		<b>523,152,162</b>	<b>505,499,282</b>
<b>NON-CURRENT ASSETS:</b>			
Other financial assets, non-current	8	23,763,314	18,471,489
Other non-financial assets, non-current	9	5,297,978	2,186,632
Trade debtors and other accounts receivable, non-current	10	229,813,984	162,846,144
Accounts receivable from related companies, non-current	12	420,316	2,344,567
Investments accounted for using the equity method	15	141,722	135,987
Intangible assets other than goodwill	-	321,111	131,431
Goodwill	16	1,789,899	1,270,538
Property, plant and equipment	13	7,908,355	8,433,057
Deferred tax assets	14	30,275,241	18,627,831
<b>TOTAL NON-CURRENT ASSETS</b>		<b>299,731,920</b>	<b>214,447,676</b>
<b>TOTAL ASSETS</b>		<b>822,884,082</b>	<b>719,946,958</b>



# Consolidated Classified Financial Position Statement

As of December 31, 2014 and 2013  
(Figures in thousands of Chilean pesos - ThCh\$)

NET EQUITY AND LIABILITIES	Note	12.31.2014 ThCh\$	12.31.2013 ThCh\$
<b>CURRENT LIABILITIES:</b>			
Other financial liabilities, current	18	242,437,123	193,331,978
Trade creditors & other accounts payable, current	20	45,656,350	62,812,789
Other short term provisions	21	2,341,985	2,973,169
Current tax liabilities	14	8,634,337	10,007,296
Other non-financial liabilities, current		11,765	5,687
<b>TOTAL CURRENT LIABILITIES</b>		<b>299,081,560</b>	<b>269,130,919</b>
<b>NON-CURRENT LIABILITIES:</b>			
Other financial liabilities, non-current	19	287,420,068	236,963,852
Accounts payable, non-current	22	3,196,939	273,364
Deferred tax liabilities	14	10,025,103	6,709,950
<b>TOTAL NON-CURRENT LIABILITIES</b>		<b>300,642,110</b>	<b>243,947,166</b>
<b>EQUITY:</b>			
Issued capital	23	195,223,800	195,223,800
Retained earnings	23	22,482,930	2,860,908
Other reserves	23	4,861,631	5,460,280
<b>Equity attributable to owners of the parent company</b>		<b>222,568,361</b>	<b>203,544,988</b>
Minority Interests	24	592,051	3,323,885
<b>TOTAL EQUITY</b>		<b>223,160,412</b>	<b>206,868,873</b>
<b>TOTAL EQUITY AND LIABILITIES</b>		<b>822,884,082</b>	<b>719,946,958</b>

The accompanying notes are an integral part of these consolidated financial statements.



# Consolidated Statement of Comprehensive Income, by Function

For the period January 1 to December 31, 2014 and 2013  
(Figures in thousands of Chilean pesos - ThCh\$)

	Note	01.01.2014 12.31.2014 ThCh\$	Accumulated 01.01.2013 12.31.2013 ThCh\$
<b>INCOME:</b>			
Revenue from ordinary activities	28	118,095,738	110,970,921
Cost of sales	28	(61,774,899)	(54,980,545)
<b>Gross Margin</b>		<b>56,320,839</b>	<b>55,990,376</b>
OTHER OPERATIONAL ITEMS:			
Other income, by function	28	1,576,338	501,159
Administration expenses	28	(31,474,335)	(28,466,204)
Other gains (losses)		(612)	-
Financial income		1,129,528	1,280,472
Financial costs		(184,902)	(213,780)
Participation in the net income (losses) of associates and joint ventures accounted for using the equity method	15	1,929	(1,693)
Exchange Differences		520,116	425,417
Indexation adjustments		241,512	90,957
<b>NET INCOME (LOSS) BEFORE TAX</b>		<b>28,130,413</b>	<b>29,606,704</b>
Income tax expense	14	(2,041,445)	(5,055,542)
<b>Net income (loss) from continued operations</b>		<b>26,088,968</b>	<b>24,551,162</b>
<b>NET INCOME (LOSS)</b>		<b>26,088,968</b>	<b>24,551,162</b>
NET INCOME (LOSS) ATTRIBUTABLE TO:			
The owners of the parent company		25,823,744	23,538,385
Minority interests	24	265,224	1,012,777
<b>NET INCOME</b>		<b>26,088,968</b>	<b>24,551,162</b>
<b>OTHER COMPREHENSIVE INCOME</b>		<b>(598,649)</b>	<b>-</b>
Financial assets at fair value for equity		(598,649)	-
<b>TOTAL COMPREHENSIVE INCOME</b>		<b>25,490,319</b>	<b>24,551,162</b>
<b>EARNINGS PER SHARE</b>		<b>-</b>	<b>-</b>
<b>Basic earnings per share</b>			
Basic earnings (loss) per share on continuing operations (in pesos)		21,304.45	19,419.04
<b>Diluted earnings per share</b>			
Diluted earnings (loss) per share on continuing operations (in pesos)		21,304.45	19,419.04

The accompanying notes are an integral part of these consolidated financial statements.





# Statement of Changes in net Equity

For the period January 1 to December 31, 2014 and 2013  
(Figures in thousands of Chilean pesos - ThCh\$)

	Issued capital ThCh\$	Other interests in equity ThCh\$	Other reserves ThCh\$	Accumulated earnings (losses) ThCh\$	Equity attributable to the owners of the parent ThCh\$	Minority interests ThCh\$	Total equity ThCh\$
Initial balance 01.01.2014	195,223,800	-	5,460,280	2,860,908	203,544,988	3,323,885	206,868,873
Increase (decrease) for changes in accounting policies	-	-	-	-	-	-	-
Increase (decrease) for corrections	-	-	-	-	-	-	-
<b>Initial balance restated</b>	<b>195,223,800</b>	<b>-</b>	<b>5,460,280</b>	<b>2,860,908</b>	<b>203,544,988</b>	<b>3,323,885</b>	<b>206,868,873</b>
Changes in equity							
Comprehensive income							
Net income (loss)	-	-	-	25,823,744	25,823,744	265,224	26,088,968
Other comprehensive income	-	-	(598,649)	-	(598,649)	-	(598,649)
Impact of Official Bulletin 856 on deferred taxes	-	-	-	1,545,401	1,545,401	-	1,545,401
<b>Comprehensive income</b>	<b>-</b>	<b>-</b>	<b>(598,649)</b>	<b>27,369,145</b>	<b>26,770,496</b>	<b>265,224</b>	<b>27,035,720</b>
Equity issued	-	-	-	-	-	-	-
Dividends	-	-	-	-	-	-	-
Increase (decrease) for other contributions from the owners	-	-	-	-	-	-	-
Decrease (increase) for other distributions to the owners	-	-	-	(7,747,123)	(7,747,123)	-	(7,747,123)
Increase (decrease) for transfers and other changes	-	-	-	-	-	-	-
Increase (decrease) for transactions with own shares in portfolio	-	-	-	-	-	-	-
Increase (decrease) for changes in the participation in subsidiaries that do not result in loss of control	-	-	-	-	-	(2,997,058)	(2,997,058)
<b>Total changes in equity</b>	<b>-</b>	<b>-</b>	<b>(598,649)</b>	<b>19,622,022</b>	<b>19,023,373</b>	<b>(2,731,834)</b>	<b>16,291,539</b>
<b>Closing balance 12.31.2014</b>	<b>195,223,800</b>	<b>-</b>	<b>4,861,631</b>	<b>22,482,930</b>	<b>222,568,361</b>	<b>592,051</b>	<b>223,160,412</b>

	Issued capital ThCh\$	Other interests in equity ThCh\$	Other reserves ThCh\$	Accumulated earnings (losses) ThCh\$	Equity attributable to the owners of the parent ThCh\$	Minority interests ThCh\$	Total equity ThCh\$
Initial balance 01.01.2013	84,211,414	-	52,730	13,651,866	97,916,010	2,746,552	100,662,562
Increase (decrease) for changes in accounting policies	-	-	-	-	-	-	-
Increase (decrease) for corrections	-	-	-	(2,006,684)	(2,006,684)	-	(2,006,684)
<b>Initial balance restated</b>	<b>84,211,414</b>	<b>-</b>	<b>52,730</b>	<b>11,645,182</b>	<b>95,909,326</b>	<b>2,746,552</b>	<b>98,655,878</b>
Changes in equity							
Comprehensive income							
Net income (loss)	-	-	-	23,538,385	23,538,385	1,012,777	24,551,162
Other comprehensive income	-	-	-	-	-	-	-
<b>Comprehensive income</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>23,538,385</b>	<b>23,538,385</b>	<b>1,012,777</b>	<b>24,551,162</b>
Equity issued	101,394,000	-	-	-	101,394,000	-	101,394,000
Dividends	-	-	-	(21,288,481)	(21,288,481)	-	(21,288,481)
Increase (decrease) for other contributions from the owners	-	-	-	5,850,800	5,850,800	-	5,850,800
Decrease (increase) for other distributions to the owners	-	-	-	(3,266,592)	(3,266,592)	-	(3,266,592)
Increase (decrease) for transfers and other changes	9,618,386	-	5,407,550	(13,618,386)	1,407,550	-	1,407,550
Increase (decrease) for transactions with own shares in portfolio	-	-	-	-	-	-	-
Increase (decrease) for changes in the participation in subsidiaries that do not result in loss of control	-	-	-	-	-	(435,444)	(435,444)
<b>Total changes in equity</b>	<b>111,012,386</b>	<b>-</b>	<b>5,407,550</b>	<b>(8,784,274)</b>	<b>107,635,662</b>	<b>577,333</b>	<b>108,212,995</b>
<b>Closing balance 12.31.2013</b>	<b>195,223,800</b>	<b>-</b>	<b>5,460,280</b>	<b>2,860,908</b>	<b>203,544,988</b>	<b>3,323,885</b>	<b>206,868,873</b>

The accompanying notes are an integral part of these consolidated financial statements.



# Consolidated Cash Flow Statement

For the period January 1 to December 31, 2014 and 2013  
(Figures in thousands of Chilean pesos - ThCh\$)

<b>Direct Cash Flow Statement</b>	<b>01.01.2014 12.31.2014</b>	<b>01.01.2013 12.31.2013</b>
Proceeds from the sale of goods & provision of services	1,657,926,068	1,355,795,101
Payments to suppliers for goods and services	(1,815,226,405)	(1,487,008,773)
Payments to and on behalf of employees	(22,136,994)	(18,618,734)
<b>Net cash proceeds from (payments for) operations</b>	<b>(179,437,331)</b>	<b>(149,832,406)</b>
Interest paid, classified as operating activities	(19,005,179)	(21,703,911)
Interest received, classified as operating activities	80,358,564	75,675,602
Income taxes paid (reimbursed), classified as operating activities	(2,648,347)	(3,832,682)
Other cash inflows (outflows), classified as operating activities	3,594,908	14,883,243
<b>Cash flow proceeds from (payments for) operational activities</b>	<b>(117,137,385)</b>	<b>(84,810,154)</b>
Cash flow used to obtain control of subsidiaries or other businesses, classified as investing activities	(2,869,820)	(17,604,417)
Cash flows used to acquire minority interests	-	(98,843)
Other proceeds from sales of equity or debt instruments of other entities, classified as investing activities	8,369,346	-
Proceeds of sales of property, plant & equipment, classified as investing activities	1,177,220	-
Other payments for acquiring equity or debt instruments of other entities, classified as investing activities	-	(18,350,948)
Purchases of property, plant & equipment, classified as investing activities	(995,627)	(1,245,243)
Other cash inflows (outflows), classified as investing activities	4,065,711	782,899
<b>Cash flow proceeds from (payments for) investing activities</b>	<b>9,746,830</b>	<b>(36,516,552)</b>
Proceeds from shares issued	-	101,394,000
Proceeds from long-term loans	1,788,232,941	1,548,343,290
<b>Proceeds from loans, classified as financing activities</b>	<b>1,788,232,941</b>	<b>1,548,343,290</b>
Repayments of Loans, classified as financing activities	(1,682,786,699)	(1,493,064,421)
Dividends paid, classified as financing activities	(3,541,358)	(21,288,481)
Other cash inflows (outflows), classified as financing activities	(3,579,696)	1,620,083
<b>Cash flow proceeds from (payments for) financing activities</b>	<b>98,325,188</b>	<b>137,004,471</b>
<b>Increase (decrease) in cash &amp; cash equivalents before exchange variance effects</b>	<b>(9,065,367)</b>	<b>15,677,765</b>
Exchange variance effects on cash and cash equivalents	-	-
<b>Increase (decrease) in cash &amp; cash equivalents</b>	<b>(9,065,367)</b>	<b>15,677,765</b>
Cash and cash equivalents at the start of the period	31,921,240	16,243,475
<b>Cash and Cash Equivalents at the End of the Period</b>	<b>22,855,873</b>	<b>31,921,240</b>



# Notes to the Consolidated Financial Statements

(As of December 31, 2014 and 2013)

## 1. Company Information

Tanner Servicios Financieros S.A. (hereinafter the "Company", or "Group") was constituted as a privately held company (under the name of Bifactoring S.A. ), by public deed dated April 6, 1993 before the Public Notary Mr Jose Musalem Saffie, and an extract was published in the Chilean Official Gazette on April 24, 1993. The Company has an indefinite life and its tax ID is 96.667.560-8. On February 1, 2000, Bifactoring S.A. changed its name to Factorline S.A.. Factorline S.A. changed its name to Tanner Servicios Financieros S.A. by public deed dated December 21, 2011.

The Company is subject to Law 18,046 and is registered under number 777 in the Securities Registry of the Superintendent of Securities and Insurance, who regulate this industry.

The main purpose of the Company is the purchase, financing or factoring, with or without responsibility, of accounts receivable for any company or natural person, or provide secured funding for accounts receivable, or simply manage accounts receivable. Tanner Servicios Financieros S.A. provides cooperative loans, financing for the purchase of vehicles and general purposes, in addition to services offered through its subsidiaries and associates, which include Tanner Leasing S.A., Tanner Corredores de Bolsa de Productos S.A., Tanner Corredora de Seguros Ltda., Tanner Leasing Vendor Ltda., and Gestora Tanner SpA together with its subsidiaries Financo S.A, Tanner Administradora de Fondos Privados S.A., Tanner Finanzas Corporativas Ltda., Tanner Asesorías e inversiones Ltda., Tanner Corredores de Bolsa S.A., and Interfinanco S.A.

The legal address of the Company is Huérfanos 863, Floor 10, Santiago, Chile and its website is [www.tanner.cl](http://www.tanner.cl)

Number of shares				Capital		
Series	Number of shares Subscribed	Number of shares Paid	Number of shares with voting rights	Series	Subscribed capital ThCh\$	Paid capital ThCh\$
Series A	32,324	32,324	32,324	Series A	5,206,058	5,206,058
Series B	884,854	884,854	884,854	Series B	142,513,347	142,513,347
Ordinary Series	294,951	294,951	294,951	Ordinary Series	47,504,395	47,504,395
<b>TOTAL</b>	<b>1,212,129</b>	<b>1,212,129</b>	<b>1,212,129</b>	<b>TOTAL</b>	<b>195,223,800</b>	<b>195,223,800</b>

Shareholders			
Legal Name	Chilean Tax ID	Number of shares paid	% of Participation
Inversiones Bancarias S.A.	99546550-7	636,413	52,5037%
Inversiones Gables S.L.U.	59196270-1	310,911	25,6500%
Asesorías Financieras Belén Ltda.	77719080-6	90,303	7,4499%
FSA Fondo de Inversión Privado	76127468-6	79,905	6,5921%
Inversora Quillota Dos S.A.	76010029-3	30,902	2,5494%
Inversiones Río Abril Limitada	77569400-9	22,783	1,8796%
Inversiones Similan S.L.U.	59196260-4	16,364	1,3500%
Asesorías e Inversiones Cau Cau Ltda.	76475300-3	4,994	0,4120%
Asesorías e Inversiones Gómez Perfetti Ltda.	76477320-9	4,776	0,3940%
Inversiones y Asesorías Rochri Ltda.	76477270-9	4,776	0,3940%
Xaga Asesorías e Inversiones Ltda.	76477310-1	3,000	0,2475%
E. Bertelsen Asesorías S.A.	96501470-5	688	0,0568%
Inversiones Anita e Hijos Ltda.	76066686-6	1,909	0,1575%
Ruiz - Tagle y Cáceres Ltda.	76053093-K	1,909	0,1575%
Inversiones Durand y Quiroga Limitada	76210607-8	400	0,0330%
Asesorías e Inversiones O y B Ltda.	76353360-3	546	0,0450%
Asesorías e Inversiones Strana Ltda.	76333582-8	200	0,0165%
Asesorías e Inversiones Hufuza Ltda.	76226209-6	200	0,0165%
Inversiones Alevi Ltda.	76276892-5	200	0,0165%
Daniela Andrea Zamorano Alvarez	14412979-2	200	0,0165%
Oscar Alejandro Espinoza Muñoz	12182702-6	200	0,0165%
Teodoro Segundo Valderrama Ramirez	6689116-K	200	0,0165%
Marily Ester Cerda Fernandez	6825767-0	150	0,0124%
María de la Luz Risso Gonzalez	6624594-2	100	0,0083%
Sergio Antonio Acevedo Sittamer	8996682-5	100	0,0083%
<b>Total</b>		<b>1,212,129</b>	<b>100,0000%</b>

## 2. Principal Accounting Policies

The principal accounting policies adopted in the preparation of these consolidated financial statements are described below.

### (a) Presentation Basis and Period:

The consolidated financial statements of Tanner Servicios Financieros S.A. and subsidiaries as of December 31, 2014 and 2013, have been prepared in accordance with International Financial Reporting Standards (IFRS) issued by the International Accounting Standard Board (IASB). They have been uniformly applied throughout the years presented.

These consolidated financial statements are presented in thousands of Chilean pesos, which is the Company's functional currency and presentation currency.

These consolidated financial statements cover the following periods:

- Consolidated classified statement of financial position as at December 31, 2014 and 2013.
- Statement of changes in equity as of December 31, 2014 and 2013.
- Consolidated statement of comprehensive income by function for the year ended December 31, 2014 and 2013
- Consolidated cash flow statement, direct method for the year ended December 31, 2014 and 2013.

The preparation of these consolidated financial statements in accordance with IFRS requires the use of certain estimates and accounting criteria. They also require Management to exercise its judgment when applying the Company's accounting policies. The note regarding "Responsibility for the information, estimates and accounting criteria" disclose areas that involve a greater degree of judgment or complexity and the areas where assumptions and estimates are significant.

At the date of these financial statements there were no significant indications to doubt the ability of the Company to continue functioning as a going concern, as required by IFRS.

### (b) Preparation Basis:

#### i) Application

These consolidated financial statements of Tanner Servicios Financieros S. A. and subsidiaries as of December 31, 2014 have been prepared in accordance with standards and instructions issued by the Superintendent of Securities and Insurance ("SVS"), which are consistent with International Financial Reporting Standards (IFRS) issued by the International Accounting Standards Board ("IASB") which includes the International Accounting Standard No. 34 (IAS 34), except for its Official Bulletin No. 856, as described in the following paragraph.

Law 20,780 dated September 26, 2014, and published on September 29, 2014, amends the tax system in Chile, among other matters. Subsequently, the SVS issued Official Bulletin No. 856 on 17 October 2014, which requires that changes to assets and liabilities due to deferred income tax that arise as a direct result of the increase in corporate income tax rates introduced by Law 20,780 (Tax Reform) will be made against equity and not as indicated in IAS 12. Notes 2 s), 14 and 23 detail the criteria used together with the effects of the Tax Reform and this Official Bulletin.

These Consolidated Statement accurately reflect the financial position of Tanner Servicios Financieros S.A. and subsidiaries as of December 31, 2014 and 2013, the comprehensive income, the changes in net equity, and cash flows for the years ended December 31, 2014 and 2013, and were approved by the Board of Directors on February 26, 2015.

The comparative consolidated financial statements have been re-expressed due to amendments to the accounting recognition of interest earned on portfolios and other immaterial adjustments. In addition, in order to facilitate a comparison, there have been other minor reclassifications to the consolidated financial statements for the previous year.

These consolidated financial statements have been prepared under the historical cost approach.

#### ii) New Accounting Pronouncements

a) The following standards, interpretations and amendments are mandatory for the first time for the financial years beginning on January 1, 2014:

#### Standards and Interpretations

IFRIC 21 "Levies"

Indicates the accounting treatment for a liability for a levy if that liability is within the scope of IAS 37. It proposes that the liability is recognized when the obligation arises and the payment cannot be avoided. The obligation can be established by relevant legislation and can occur on a certain date or progressively over time. Early adoption is permitted.

#### Mandatory for years starting on:

01/01/2014

Amendments and improvements	Mandatory for years starting on:
<p><i>IAS 32 "Financial Instruments: Presentation"</i></p> <p>Clarifies the requirements for offsetting financial assets and liabilities in the Statement of Financial Position. Early adoption is permitted.</p>	01/01/2014
<p><i>IAS 27 "Separate Financial Statements" and IFRS 10 "Consolidated Financial Statements" and IFRS 12 "Disclosure of Interests in Other Entities"</i></p> <p>The modifications include the definition of an investment entity and exceptions to the consolidation of certain subsidiaries owned by investment entities. The amendment also introduces new requirements for disclosures relating to investment entities in IFRS 12 and IAS 27.</p>	01/01/2014
<p><i>NIC 36 "Impairment of Assets"</i></p> <p>Modifies the disclosure information on the recoverable amount of non-financial assets to align these with the requirements of IFRS 13. Early adoption is permitted.</p>	01/01/2014
<p><i>NIC 39 "Financial Instruments: Recognition and Measurement"</i></p> <p>Establishes the conditions for the substitution of derivatives to continue with hedge accounting; the purpose being to avoid substitutions that result from laws and regulations affect the financial statements. Early adoption is permitted.</p>	01/01/2014

The adoption of the standards, amendments and interpretations described above, do not have a significant impact on the financial statements of the Company.

b) The new standards, interpretations and amendments that are not mandatory for 2014, and which have not been adopted early are the following:

Standards and Interpretations	Mandatory for years starting on:
<p><i>IFRS 9 "Financial Instruments"</i></p> <p>The IASB has published the full version of IFRS 9, which replaces application guidance on IAS 39. This final version includes requirements relating to the classification and measurement of financial assets and liabilities and a model of expected credit losses that replaces the current impairment loss model. The section on hedge accounting, which is part of the final version of IFRS 9 had included an accounting mismatch. Early adoption is permitted.</p>	01/01/2018
<p><i>IFRS 14 "Regulatory Deferral Accounts"</i></p> <p>Interim standard on accounting for balances arising from rate regulated transactions ("regulatory deferral accounts"). This standard is only applicable to entities that apply IFRS 1, when adopting IFRS for the first time.</p>	01/01/2016
<p><i>IFRS 15 "Revenue from Contracts with Customers"</i></p> <p>It establishes the principles applicable to information disclosures in financial statements in relation to the nature, amount, timing and uncertainty of revenue and cash flows arising from contracts with customers. Therefore, the basic principle is that an entity recognizes the revenue arising from the transfer of goods or services committed to customers for an amount that reflects the consideration that the entity expects to receive in exchange for these goods or services. It replaces IAS 11 Construction Contracts;</p> <p>IAS 18 Revenue; IFRIC 13 Customer Loyalty Programs; IFRIC 15 Agreements for the Construction of Real Estate; IFRIC 18 Transfers of Assets from Customers; and SIC 31 Revenue - Barter Transactions Involving Advertising Services. Early adoption is permitted.</p>	01/01/2017

## Amendments and improvements

## Mandatory for years starting on:

### IAS 19 "Employee Benefits"

07/01/2014

This amendment applies to the contributions of employees or third parties to defined benefit plans. The purpose of the amendment is to simplify the accounting of contributions that are independent of the number of years of an employee's service, for instance, employees' contributions that are a fixed percentage of salary.

### IFRS 11 "Joint Arrangements"

01/01/2016

This amendment specifies the appropriate accounting treatment on the acquisition of a stake in a joint business operation.

### IAS 16 "Property, plant and equipment" and IAS 38 "Intangible Assets"

01/01/2016

Clarifies that the use of depreciation methods based on revenue is not appropriate, as the revenue generated by activity that includes the use of assets generally reflects other factors apart from the economic benefits of using the asset. It also clarifies that revenues are an inappropriate basis to measure the consumption of economic benefits arising from intangible assets.

### IAS 16 "Property, plant and equipment" and IAS 41 "Agriculture"

01/01/2016

This amendment changes the financial information for "bearer plants", such as vines, rubber trees and oil palm. The amendment defines the concept of "bearer plants" and establishes that they should be treated as property, plant and equipment, since their function is similar to that of manufacturing. Therefore, they are included within the scope of IAS 16, instead of IAS 41. Products that are grown on bearer plants stays within the scope of IAS 41. Early adoption is permitted.

### IAS 27 "Separate Financial Statements"

01/01/2016

This amendment allows entities to use the equity method to account for investments in subsidiaries, joint ventures and associates in their separate financial statements. Early adoption is permitted.

### IFRS 10 "Consolidated Financial Statements" and IAS 28 "Investments in Associates and Joint Ventures"

01/01/2016

This amendment addresses an inconsistency between the requirements of IFRS 10 and IAS 28 in the treatment of the sale or provision of goods between an investor and its associate or joint venture. The main result of the amendment is to recognize a complete gain or a loss when the transaction involves a business (whether or not in a subsidiary) and a partial gain or loss when the transaction involves assets that do not constitute a business, even if these assets are in a subsidiary.

### IFRS 10 "Consolidated Financial Statements" and IAS 28 "Investments in Associates and Joint Ventures"

06/01/2014

The amendment clarifies the exception from consolidation for investment entities and their subsidiaries. It clarifies that the exception from consolidation is available for entities in group structures that include investment entities. The amendment to IAS 28 allows an entity that is not an investing entity, but has a share of a joint venture or associate that is an investing entity, a choice when applying the equity method. The entity may choose to maintain the fair value applied by the associate or joint venture that is an investing entity, or instead, perform a consolidation at the investing entity level (associate or joint venture). Early adoption is permitted.

### IAS 1 "Presentation of Financial Statements"

Clarifies application guidance for IAS 1 on materiality and aggregation, presentation of subtotals, structure of the financial statements and disclosure of accounting policies. The amendments are part of the IASB's Disclosure Initiative. Early adoption is permitted.

## Improvements to International Financial Reporting Standards (2012) Issued in December 2013.

### *IFRS 2 "Share-based Payment"*

07/01/2014

Clarifies the definition of "conditions for the consolidation or irrevocability of the concession" and "market conditions" and defines "performance conditions" and "service conditions". This amendment must be applied prospectively for transactions with share-based payments for which the concession date is July 1, 2014 or later. Early adoption is permitted.

### *IFRS 3 "Business Combinations"*

Clarifies that the obligation of paying a contingent consideration that complies with the definition of a financial instrument is classified as a financial liability or as equity, based on the definitions in IAS 32. Also that every contingent non-equity consideration, either financial and non-financial, is measured at fair value on each presentation date, with the changes in fair value being recognized in the income statement. Consequently, changes were also made to IFRS 9, IAS 37 and IAS 39. The amendment is prospectively applicable for business combinations whose acquisition date is July 1, 2014 or later. Early adoption is permitted, provided the amendments to IFRS 9 and IAS 37 issued as part of the 2012 improvement plan are also adopted early.

### *IFRS 8 "Operating Segments"*

The standard was amended to include the disclosure of judgments made by management when aggregating operating segments. The standard was also amended to require a reconciliation of segment assets with entity assets, when assets are reported by segment. Early adoption is permitted.

### *IFRS 13 "Fair Value Measurement"*

The IASB has changed the conclusions of IFRS 13 to clarify that there was no intention to eliminate the measurement of short-term accounts receivable and payable at face value, if the effect of revaluing them to fair value was immaterial.

### *IAS 16 "Property, plant and equipment" and IAS 38 "Intangible Assets"*

Both standards were amended to clarify how the gross book value and accumulated depreciation are treated when the entity uses the revaluation model. Early adoption is permitted.

### *IAS 24 "Related Party Disclosures"*

The standard is amended to include, as a linked entity, an entity that provides key management personnel to the reporting entity or to the parent of the reporting entity ("the controlling entity"). Early adoption is permitted.

## Improvements to International Financial Reporting Standards (2013) Issued in December 2013.

### *IFRS 1 "First-time Adoption of International Financial Reporting Standards"*

07/01/2014

Clarifies that when a new version of a standard is not mandatory yet, but available for early adoption, an IFRS first-time adopter can choose to apply either the old version or the new one, provided it applies the same standard in all the periods presented.

### *IFRS 3 "Business Combinations"*

Clarifies that IFRS 3 is not applicable to accounting for the formation of a joint arrangement under IFRS 11. The amendment also clarifies that the scope exemption only applies to the financial statements of the joint agreement itself.

### *IFRS 13 "Fair Value Measurement"*

Clarifies that the portfolio exception in IFRS 13 which allows an entity to measure the fair value of a group of financial assets and liabilities at their net value, applies to all contracts (including non-financial contracts) within the scope of IAS 39 and IFRS 9. An entity must apply amendments prospectively from the beginning of the first annual period in which IFRS 13 is applied.

Clarifies that IAS 40 and IFRS 3 are not mutually exclusive. The application guidance for IFRS 3 determines whether the purchase of an investment property is a business combination. The early adoption of this amendment for acquisitions of individual investment properties is permitted, only if the necessary information to apply the amendment is available.

#### Improvements to International Financial Reporting Standards (2014) Issued in December 2014.

##### IFRS 5 "Non-Current Assets held for Sale and Discontinued Operations"

01/01/2016

The amendment clarifies that when an asset or asset group is reclassified from "held for sale" to "held for distribution," or vice versa, this is not an amendment in the sales or distribution plan, and does not have to be accounted for as such. This means that the asset or asset group does not need to be reinstated in the financial statements as if they had never been classified as "held for sale" or "held for distribution", simply because their disposal condition may have changed. The amendment also rectifies an omission in the standard explaining that the guidance to changes in a sales plan must be applied to an asset or asset group that is no longer held for distribution, but not reclassified as "held for sale".

##### IFRS 7 "Financial Instruments: Disclosures"

There are two amendments to IFRS 7. (1) Service contracts: If an entity transfers a financial asset to a third party under conditions that allow the transferor to dispose of the asset, IFRS 7 requires the disclosure of any continuing involvement that this entity retains in the transferred asset. IFRS 7 provides guidance on what is meant by continuing involvement in this context. The amendment is prospective with the option to apply it retroactively. It also applies to IFRS 1 and gives the same option to those who apply IFRS for the first time. (2) Interim financial statements:

The amendment clarifies that the additional disclosure required by the amendment to IFRS 7, "Offsetting financial assets and financial liabilities" is not specifically required for all intermediate periods, unless required by IAS 34. The amendment is retroactive.

##### IAS 19 "Employee Benefits"

This amendment clarifies that in order to select the discount rate for post-employment benefit obligations, the important differentiator is the currency in which the liabilities are denominated, and not the country where they are generated. The evaluation of whether there is a sufficiently large market of high-quality corporate bonds is based on the corporate bonds in that currency, not on corporate bonds in a particular country. Similarly, where there isn't a sufficiently large market of high-quality corporate bonds in that currency, government bonds in the respective currency must be used. The amendment is retroactive but limited to the start of the first period presented.

##### IAS 34 "Interim Financial Reporting"

The amendment clarifies what is meant in the standard by "information disclosed in another part of the interim financial report". The new amendment amends IAS 34 to require a cross-reference in the interim financial statements to the location of that information. The amendment is retroactive.

The Company's management believes that the future adoption of the above standards, amendments and interpretations will have no significant impact on the company's financial statements when they are first applied.

#### (c) Consolidation assumptions:

The consolidated financial statements incorporate the financial statements of the parent company and the companies controlled by the Company. Control is achieved when the parent company has the power to govern the financial and operating policies of an entity and benefit from its activities. The entities in which the Company has a direct and indirect share and are consolidated into the financial statements are listed below:



Chilean Tax ID	NAME	COUNTRY OF ORIGIN	FUNCTIONAL CURRENCY	OWNERSHIP INTEREST					
				DIRECT	12-31-2014 INDIRECT	TOTAL	DIRECT	12-31-2013 INDIRECT	TOTAL
96912590-0	Tanner Leasing S.A.	Chile	Pesos	99.9900%	-	99.9900%	99.9900%	-	99.9900%
96912590-0	Tanner Leasing Vendor S.A.	Chile	Pesos	99.9900%	0.0100%	100.0000%	99.9900%	0.0100%	100.0000%
76313350-8	Tanner Corredora de Bolsa de Productos S.A.	Chile	Pesos	99.9900%	0.0100%	100.0000%	70.0000%	-	70.0000%
76133889-7	Tanner Corredora de Seguros Ltda.	Chile	Pesos	70.0000%	-	70.0000%	70.0000%	-	70.0000%
93966000-3	Gestora Tanner SpA	Chile	Pesos	97.9965%	-	97.9965%	78.6185%	-	78.6185%
91711000-k	Financo S.A.	Chile	Pesos	3.6439%	92.1433%	95.7872%	3.6439%	73.9227%	77.5666%
76036041-4	Tanner Administradora de Fondos Privados S.A.	Chile	Pesos	-	95.7894%	95.7894%	-	77.5676%	77.5676%
76029825-5	Tanner Finanzas Corporativas Ltda.	Chile	Pesos	-	95.8109%	95.8109%	-	77.5674%	77.5674%
80962600-8	Tanner Corredores de Bolsa S.A.	Chile	Pesos	-	96.2619%	96.2619%	-	77.5823%	77.5823%
76895320-1	Tanner Asesorías e Inversiones Ltda.	Chile	Pesos	-	95.8092%	95.8092%	-	77.5771%	77.5771%
Foreign	Interfinanco S.A.	Uruguay	Pesos	-	95.7894%	95.7894%	-	77.5676%	77.5676%

#### Investment in Tanner Leasing Vendor Ltda.:

##### a) General aspects of the transaction:

Tanner Servicios Financieros S.A. has acquired 99.99% and its subsidiary Tanner Leasing S.A. has acquired 0.01% of CIT Leasing Chile Ltda. This new subsidiary company has been renamed Tanner Leasing Vendor Limitada.

##### b) The main reasons for this purchase:

Tanner Servicios Financieros S.A. can increase its share of the financial leasing market, incorporating a new customer base that enables potential growth through joint ventures.

##### c) Detail of the assets and liabilities acquired at their book values on the acquisition date of May 31, 2013:

Assets	ThCh\$	Liabilities	ThCh\$		
Leasing portfolio	19,212,088	Accounts payable to parent company	2,816,911		
Other assets	1,795,039	Other liabilities	680,194		
<b>Total Assets</b>	<b>21,007,127</b>	<b>Total Liabilities</b>	<b>3,497,105</b>	<b>Purchase Value</b>	<b>17,510,022</b>

#### Investment Valuation.

This investment is recorded at its equity value, pending the calculation of its fair value.

Tanner Administradora de Fondos Privados S.A., Tanner Finanzas Corporativas Ltda., Tanner Corredores de Bolsa S.A., Tanner Asesorías e Inversiones Ltda. Interfinanco S.A., are subsidiaries of Financo S. A. which in turn is a subsidiary of Gestora Tanner SpA, so the indirect share of Tanner Servicios Financieros S.A. in these companies as of December 31, 2014 increased proportionally according to the increase in its share of equity of Gestora Tanner SpA.

A subsidiary is consolidated from the date on which control is transferred to the Group and is excluded from consolidation on the date on which it ceases to be controlled, according to IAS 27.

The acquisition method is used to account for the acquisition of a subsidiary by the Group.

The acquisition cost in general is the fair value of the assets and liabilities assumed on the date of exchange, plus the costs directly attributable to the acquisition. The identifiable assets, liabilities and contingencies acquired in a business combination are valued initially at their fair value on the acquisition date, regardless of the extent of minority interests. The excess of the acquisition cost over the fair value of the Group's share of the net identifiable assets acquired is recognized as goodwill. If the acquisition cost is less than the fair value of net assets of the subsidiary acquired, the difference is recognized directly in the income statement.

The Company believes that the amount paid for the investment in the indirect subsidiary Tanner Corredores de Bolsa S.A. is not different to the fair value of the investment as of December 31, 2014.

Significant related company transactions and balances caused by transactions amongst Tanner Servicios Financieros S.A. and its subsidiaries have been eliminated in the consolidation process. The minority interest is the percentage share of third parties in subsidiaries, which the Company does not directly or indirectly own, and is shown separately in the consolidated equity of Tanner Servicios Financieros S.A.

##### (d) Investments accounted for using the equity method:

The share of related companies over which the Company exerts a significant influence are recorded using the equity method. In general, significant influence is presumed when the Company has a share greater than 20%.

The equity method registers the participation in the financial position statement by the proportion of its capital owned by the Company, once adjusted for the effect of transactions with the Company, plus goodwill that may have arisen on acquisition. Should the resulting amount be negative, the investment is recorded with a value of zero in the financial position statement, unless there is a commitment from the Company to support the equity situation of the Associate, in which case the corresponding provision is recorded.

The dividends received from these companies are recorded by reducing the value of the investment. The share of their net income, which corresponds to the Company, is recorded as "Participation in profit (loss) of associates accounted for using the equity method".

#### **(e) Purchased goodwill:**

Goodwill is the excess acquisition cost over the fair value of the Company's share of the net identifiable assets at the acquired subsidiary/associate on the acquisition date. Goodwill separately recognized is tested for impairment annually and is valued at cost less accumulated impairment losses.

Gains and losses from the sale of an entity includes the book value of goodwill that relates to the entity sold.

Purchased goodwill is assigned to cash-generating units, when testing for impairment. It will be distributed across those cash-generating units or groups of cash-generating units that are expected to benefit from the business combination that created the goodwill.

Negative goodwill from the acquisition of an investment or business combination is taken directly to the consolidated statement of comprehensive income. Negative goodwill at the beginning of the year are taken to retained earnings when adopting IFRS 1 and IFRS 3.

The acquisition of the subsidiary Gestora Tanner SpA, led to goodwill whose recovery is subject to impairment testing annually.

#### **(f) Estimates and judgments:**

The preparation of the financial statements requires management to make judgments, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities, revenues and expenses. Actual results may differ from these estimates. Basically the estimates depend on the best information available, and refer to:

1. The valuation of goodwill;
2. The useful lives of fixed and intangible assets;
3. Income tax and deferred taxes;
4. Provisions;
5. Commitments and contingencies;
6. Provisions for loan losses;
7. Impairment losses on specific assets;
8. The fair value of financial assets and liabilities.

During the period ended December 31, 2014 there have been no significant changes in the estimates made at the end of 2013, other than those indicated in these Consolidated Financial Statements.

#### **(g) Conversion assumptions:**

Assets and liabilities in US dollars, euros and in UF have been translated into Chilean pesos at the exchange rates on the these financial statements were closed, as detailed below:

	12.31.2014 Ch\$	12.31.2013 Ch\$
Official US Dollar	606.75	524.61
Euros	738.05	724.30
UF	24,627.10	23,309.56

#### **(h) Functional and presentation currency and hyperinflationary conditions:**

The transactions included in the financial statements of Tanner Servicios Financieros S.A. and subsidiaries are valued using the currency of the primary financial environment in which the Company operates, which is its functional currency.

The functional currency of the Company and all its subsidiaries, according to International Accounting Standard 21 (IAS 21) is the Chilean peso. This was not a hyperinflationary currency during the reporting period, according to International Accounting Standard 29 (IAS 29).

The Company's presentation currency is the Chilean peso.

#### **(i) Property, plant and equipment:**

Acquired fixed assets are used in the Group's business, and are initially recognized at cost. Subsequent measurement is in accordance with IAS 16 using their cost less accumulated depreciation and any accumulated impairment losses, if any. The remaining fixed assets are initially and subsequently valued at their historical cost less depreciation and impairment losses. Depreciation is applied in a straight line over the useful life of that asset category.

The useful life of fixed asset categories are as follows:

Fixed Asset	Useful Life (years)
IT Equipment	1 - 7
Improvements to leased property	1 - 7
Fixed installations and fittings	1 - 7
Leased goods	31
Buildings	38
Machinery and equipment	10

**(j) Valuation and revaluation:**

The fixed assets included in properties, plant and equipment are recognized at their original cost less depreciation and accumulated impairment losses, if any.

The initial cost of property, plant and equipment includes the expenses directly attributable to their acquisition.

The cost of any subsequent components are added to the initial value of the asset or are recognized as a separate assets, only when it is probable that future financial benefits arising from these components will flow to the Company, and the cost of those components can be reliably determined. The value of removed components is expensed for accounting purposes. Repairs and maintenance of fixed assets are expensed when they occur.

**(k) Depreciation method:**

The depreciation of fixed assets shall be calculated using the straight line method. The residual value and the remaining useful lives of fixed assets are reviewed, and adjusted if necessary, at each financial close.

When the value of a fixed asset is greater than its estimated recoverable amount, its value is reduced immediately to its recoverable amount and expensed, unless it can be offset against a previous positive revaluation, in which case it is taken to equity.

Gains and losses on the sale of fixed assets are calculated by comparing the proceeds to the book value and are taken to the net income statement.

**(l) Intangible assets:**

Any software development or maintenance costs are expensed when they are incurred.

Costs directly associated with the unique and identifiable acquisition of software programs controlled by the Company that are likely to generate financial benefits that exceed their costs for more than a year, are recognized as intangible assets.

The cost of software acquisitions recognized as intangible assets are amortized over a period of 3 years.

**(m) Impairment losses on non-financial assets**

Non-financial assets subject to amortization are tested for impairment whenever any event or change in circumstances indicate that the book value may not be recoverable.

An impairment loss is recognized for the amount by which an asset's book value exceeds its recoverable amount. The recoverable amount is the fair value of an asset minus selling costs, or its value in use, whichever is greater. Impairment testing requires that non-financial assets are grouped into the smallest possible separately identifiable cash generating unit.

Non-financial assets, which have been adjusted for impairment losses are reviewed at each financial close to assess whether the impairment has reversed.

**(n) Financial assets:**

The Group classifies its financial assets using the following categories:

- At fair value with changes taken to the net income statement.
- At amortized cost.
- At fair value with changes taken to equity.

This classification depends upon the purpose for which the financial assets were acquired. Management determines the classification of their financial assets when they are first accounted for.

**(1) At fair value with changes taken to the net income statement**

These are financial assets that are valued at fair value and the profits or losses that are generated by their change in fair value are taken to the net income statement. The fair value of instruments that are actively traded in formal markets is calculated using the quoted price of those instruments at the closing date of the financial statements.

**(2) At amortized cost**

These financial assets include loans and accounts receivable that are non-derivative financial instruments with fixed payments that are not quoted on an active market.

### (3) At fair value with changes taken to equity

These financial assets are not subject to short term trading. These instruments are valued at fair value and changes in value are taken to equity.

### (4) Impairment of financial assets and effective interest rate

The Company evaluates any objective evidence that a financial asset or group of financial assets may be impaired at each financial close.

An effective interest rate has been used for valuing financial assets classified as "loans and accounts receivable", and the Company has applied materiality to the amounts involved.

### (o) Derivative contracts:

Derivative contracts are initially recognized at fair value on the date they are agreed by the Company and subsequently they are recognized at fair value. The recognition of the resulting gain or loss depends on whether it is a hedging instrument and, if so, the nature of the underlying item.

The Company designates certain derivatives such as:

- Fair value hedges associated with recognized liabilities (fair value hedge);
- Specific risk hedge associated with a recognized liability or a highly probable foreseen transaction (cash flow hedges); or
- Exchange rate hedge associated with variations in the US dollar exchange rate.

At the beginning of the transaction, the Company will document the relationship between hedge instruments and hedged items, and their risk management objectives and the strategy to manage several hedging transactions. The Company also documents its assessment at the outset and on a continual basis of whether the derivatives used in hedge transactions are highly effective in offsetting the changes in fair value or cash flows of hedged items.

The fair value of a hedging instrument is classified as a non-current asset or liability if the hedged item matures over 12 months later, and as a current asset or liability if the hedged item matures in less than 12 months. The un-realized result is recognized in the period that the contracts mature or fail to fulfill the purpose for which they were agreed. The Company values and record these financial instruments according to IAS 39.

### (1) Fair value hedges

Changes in the fair value of derivatives that are designated as fair value hedges are recorded in the net income statement, along with any change in the fair value of the hedged item attributable to the hedged risk. The gains or losses on the effective portion of interest swaps ("swaps") which cover loans at fixed interest rates are recognized in the net income statement as "Financial expenses". The gains or losses on the ineffective portion are also recognized in the net income statement as "Other net gains/(losses)". Changes in the fair value of fixed interest rate loan hedges attributable to interest rate risk are recognized in the net income statement as "Financial expenses". If the coverage fails to comply with the criteria to be recognized through hedge accounting, the adjustment to the book value of the hedged item, for which the effective interest rate method is used, is amortized against net income for the remaining period through to maturity.

At the close of these consolidated financial statements, the Company has two Swap contracts for a net value of ThCh\$ (194,438), which mature in March 2018. This amount is reflected as "Other non-current financial liabilities", see Note 18.

### (2) Cash flow hedges

The effective portion of changes in the fair value of derivatives that are designated as cash flow hedges are recognized in equity through the other comprehensive income statement. The gain or loss on the ineffective portion is recognized immediately in the net income statement as "Other net gains/(losses)". The accumulated amounts in net equity are reclassified to the net income statement in the periods in which the hedged item affects net income, for example, when the hedged forecast sale takes place or the hedged cash flow takes place. However, when the hedged forecast transaction results in the recognition of a non-financial asset, for example stock or fixed assets, the gains or losses previously recognized in equity are transferred to the initial cost of the asset.

When a hedging instrument expires, is sold, or fails to comply with the criteria to be recognized through hedge accounting, any accumulated gain or loss in equity at that moment remains in equity and is recognized when the forecast transaction affects the net income statement.

When the forecast transaction is longer expected to occur, the cumulative gain or loss in equity is immediately transferred to the net income statement as "Other net gains(losses)".

At the close of these consolidated financial statements the Company does not hold any such hedging instruments.

### (3) Fair value derivatives

Certain financial derivative instruments do not qualify to be recognized through hedge accounting and are recorded at fair value through the net income statement. Any change in the fair value of these derivatives is recognized immediately in the net income statement as "Revenue from ordinary activities".

At the close of these consolidated financial statements, the Company holds forward contracts that qualify under this heading for ThCh\$19,010,434 that mature in less than 30 days, and which are matched by term and value. This amount is reflected as "Other current financial assets", see Note 8 (a).

**(p) Trade and other accounts receivable:**

Trade and other accounts receivable are initially recognized at fair value and subsequently at their amortized cost, in accordance with the effective interest rate method. They are expressed in pesos, according to their indexed value at the close of each, financial year, net of accrued interest including commissions to dealers, which form part of the effective interest rate on loans less any provision for impairment losses.

Accounts receivable generated by brokering, are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market and are created by a third party in exchange for directly financing another third party.

Impairment losses on trade accounts receivable are provided when there is objective evidence that the Company may not be able to collect all the amounts due in accordance with the original terms.

Indications that the account receivable is impaired are evidence that the trade debtor is in significant financial difficulties, the likelihood that the debtor will become bankrupt or will initiate a financial reorganization, and excessive arrears in payments.

**(q) Cash and cash equivalents:**

Cash and cash equivalents are the balances of cash on hand in bank current accounts belonging to Company. They also include investments in fixed-term deposits and fixed income mutual funds, whose maturity does not exceed three months from the acquisition date.

**(r) Trade creditors and other accounts payable:**

Suppliers or trade accounts payable are initially recognized at fair value and subsequently valued at amortized cost using the effective interest rate method.

**(s) Income tax and deferred taxes:**

The income tax expense is calculated on the basis of the accounting income before tax and adjusted to comply with current tax regulations.

Deferred tax is recognized on temporary differences between the book value of assets and liabilities included in the consolidated financial statements and the corresponding tax bases used to determine the taxable profit. A deferred tax liability is generally recognized for all temporary tax differences. A deferred tax asset is generally recognized for all temporary tax differences, provided that future taxable profits are likely to become available against which these temporary differences can be deducted. These deferred tax assets and liabilities are not recognized if the temporary differences arise from goodwill or the initial recognition of other assets and liabilities, other than on business combinations, in a transaction that does not generate taxable nor accounting income.

Deferred tax liabilities should be recognized on taxable temporary differences associated with investments in subsidiaries, associates and interests in joint ventures, except where the Group can control the reversal of those temporary differences and it is likely that they shall not be reversed in the near future. Deferred tax assets that arise from temporary differences associated with these investments and holdings are only recognized when it is likely that they will generate sufficient taxable income to absorb these temporary differences and it is likely that they shall be absorbed in the near future.

The book value of a deferred tax asset should be reviewed at the close of each reporting period and must be reduced when sufficient taxable income is no longer likely to be generated to fully or partially absorb the asset. Deferred tax assets and liabilities are valued at the tax rates expected to apply in the period when the asset shall be disposed of or the liability liquidated, based on the tax rates and laws that have been approved or substantially enacted at the close of the financial period being reported.

The measurement of deferred tax assets and liabilities at the close of the reporting period shall reflect the tax consequences of the Group's plans to recover or liquidate the book value of assets and liabilities.

The effects of changing the income tax rate, approved by Law 20,780 Tax Reform regarding tax on deferred income, should be attributed to the net income statement for the period, according to IAS 12. However, they have been taken to retained earnings, in accordance with Official Bulletin 856 dated October 17, 2014 issued by the Superintendent of Securities and Insurance. Subsequent amendments shall be recognized in the net income statement for the period according to IAS 12.

**(t) Provisions:**

Provisions are recognized when the Company has (a) a current legal or implied obligation, as a result of past events; (b) it is likely that a payment shall be required to settle the obligation, and (c) the amount has been estimated reliably. The provision for staff holidays is recognized on an accrual basis, based on the legal or contractual benefits agreed with employees.

**(u) Dividends:**

The distribution of dividends to shareholders is recognized as a liability at the close of each year in the consolidated financial statements. The dividend policy is to distribute at least 30% of net income as a minimum dividend, in accordance with Law No. 18,046. This shall be the final dividend to be distributed for each period, and approved at an Ordinary Shareholders' Meeting.

**(v) Revenue recognition:**

Operating revenues are recognized on an accrual basis. The revenue of the parent company is comprised of factoring transactions, which comprise price differences and indexation earned on the purchase of portfolios generated by transactions, and credited to net income as "Received and accrued price differences and indexation". Loan transactions mainly consist of accrued interest on the respective promissory notes.

In the subsidiary Tanner Leasing S.A., operating revenue is composed of commissions on factoring collections, and the indexation and interest earned and accrued from leasing transactions.

In the subsidiary Tanner Leasing Vendor Ltda., operating revenue is composed of indexation and interest received and accrued from leasing transactions.

In the subsidiary Tanner Corredores de Bolsa de Productos S.A., operating revenue is composed of commissions on brokering transactions, which are recognized on an accrual basis once the service has been provided.

In the subsidiary Tanner Corredora de Seguros Ltda., operating revenue is composed of commissions on advice provided to their customers and production incentives, which are charged directly to insurance companies. These commissions are recognized on an accrual basis once the service has been provided.

In the indirect subsidiary Tanner Corredores de Bolsa S.A., operating revenue is composed of the fair value of consideration receivable for ordinary brokerage services provided, and are recorded when the amount is reliably known and it is likely that future financial benefits will flow to the subsidiary. The subsidiary's management recognizes as revenue for the period brokerage commission, financial consultancy and other operating revenue, on an accrual basis.

#### **(w) Leases:**

Leases are classified as finance leases when the lease terms transfer substantially all the risks and rewards of ownership to the lessee. All other leases are classified as operating leases.

The Group as lessors.

Amounts due from tenants under finance leases are recognized as amounts receivable on the net investment of the Group with respect to leases. Finance lease revenue is distributed across accounting periods in order to reflect a constant rate of return on the net investment of the Group with respect to leases.

Operating lease revenue is recognized using the straight-line method over the corresponding lease period. Initial direct costs incurred to negotiate and agree on an operating lease are added to the book value of the leased asset and recognized using the straight-line depreciation method over the term of the lease.

The Group as tenants.

Assets held under finance leases are initially recognized as Group assets at their fair value at the date the lease begins, or if this is lower, the net present value of minimum lease payments. The corresponding liability to the lessor is included in the consolidated statement of financial position as a finance lease obligation.

Lease payments are distributed between financial expenses and the reduction of finance lease obligations, in order to achieve a constant interest rate on the remaining liability. Financial costs are immediately expensed, unless they can be directly attributable to assets, in which case they are capitalized in accordance with general Group policy on financial costs for loans. Contingent lease payments are recognized as an expense in the periods in which they are incurred.

Operating lease payments are recognized as an expense using the straight-line method over the lease term, except when another systematic basis is more representative of the pattern of financial benefits arising from the leased asset. Contingent lease payments on operating leases are recognized as an expense in the periods in which they are incurred.

Incentives received under operating leases are recognized as liabilities. The incentive benefit is recognized by reducing the leasing expense on a straight line basis, except when another systematic basis is more representative of the pattern of financial benefits arising from the leased asset.

#### **(x) Other financial liabilities and public obligations:**

These trading obligations are recognized at amortized cost and the effective interest rate applies. They are presented as "Other financial liabilities", see Note 17 (b).

#### **(y) Environment:**

Expenditure relating to the environment is expensed as it occurs.

#### **(z) Segment Information:**

Operating segments are defined as those company components for which separate financial information is available and continuously evaluated by the Board, who use it to allocate resources and evaluate performance. The Company has one segment, which includes differentiated products with specific business characteristics, such as Factoring, Loans, Automotive Finance and Leasing.

### **3. Accounting Changes**

During the year ended December 31, 2014, there have been no significant accounting changes in comparison to the previous year, which affect the presentation of the consolidated financial statements.

### **4. Risk Management** **Introduction**

Risk management relies on the expertise, the business knowledge and the experience of our teams. We have dedicated

professionals to measure and control each type of risk. The policy is to maintain an integrated vision of risk management based on a risk-return measurement for all products. This vision includes the Company and its subsidiaries.

The information generated by analyzing various types of risk is key to refining our risk policies, to developing Company strategy and to aligning it with the established level of risk. The results are communicated to the commercial departments, enabling the development of risk models, improving processes and generating the tools to carry out the assessment, measurement and control of the different risks facing the Company.

#### **(a) Risk Management Structure**

Company Risk Management in its different facets lies at various organizational levels, with a structure that recognizes the importance and the variety of risk. The levels currently are:

##### **(i) Board**

The Board of Tanner Servicios Financieros S.A. is responsible for approving policies and establishing the structure to correctly manage the various risks facing the organization. Its members participate in various committees and are constantly informed of risk developments.

Risk management policies have been established with the aim of identifying and analyzing the risks faced by the Company, and setting limits and controls to monitor compliance. These policies and risk-management systems are regularly reviewed based on background information, the perception of Chile's economic situation and internal Company analysis. The Board has instigated an environment of disciplined and constructive control in which all employees understand their roles and obligations through the application of administrative standards and procedures.

##### **(ii) Finance and Financial Risk Committee**

This Committee conducts a monthly review of the current status and trends in financial positions and in market, price and liquidity risks. In particular it reviews the results of financial positions and the evolution and forecast of capital use. It seeks to understand the current status of market risks and predict potential future losses with a certain degree of confidence, when adverse movements in major markets variables occur or liquidity is tight.

##### **(iii) Credit Committee**

The Company has a governing structure defined by lending decisions, in such a way that any proposal must be approved by a Committee with sufficient authority. These authorities are differentiated by segments, and depend on exposure, risk classification, execution transfers, unrecoverable declarations, loans written off, etc. The highest authority rests with the Director's Credit Committee that approves the main lines of credit for the Company's customers.

##### **(iv) Compliance Committee**

The Compliance Committee defines policies and procedures on matters relating to the prevention of money laundering and financing terrorism. Additionally, it investigates and actions the cases reported by the Compliance Officer.

The Prevention of Money Laundering and Financing Terrorism Manual contains the relevant policies and procedures and serves two purposes:

- (1) To comply with the laws and regulations that govern this material and
- (2) To provide employees at all levels with policies, procedures and information to correctly manage the business. It will mitigate the risk of funds from illicit activities being transformed into legal funds, using a Group Company as a vehicle.

##### **(v) Audit Committee**

The Audit Committee reports to the Board of Directors of the parent company and reports the effectiveness and reliability of internal control systems and procedures within Group companies. It analyzes the results of audits and internal reviews performed by the external auditors. It examines and approves the audited Financial Statements. It ensures that Company policies cover the laws, regulations, and internal standards that the Company must fulfill. It verifies compliance with the annual program of internal audit. It investigates situations that in the opinion of the Committee, warrants its intervention.

##### **(vii) Operational Risk Committee**

The Basel Committee has defined operational risk as the "Risk of loss due to inadequate or failed processes, staff and internal systems, or external events". This definition includes legal risks, but excludes the strategic and reputational risks.

The Operational Risk Committee aims to prioritize and provide the necessary resources to mitigate major operational risks, to ensure that its management model is correctly applied, to establish tolerance limits and risk aversion limits, and to ensure that the programs, policies and procedures relating to Information Security, Business Continuity and Operational Risk are correctly applied.

The Tanner stockbroking business operates very sophisticated products, so has established a Comprehensive Risk Management Committee which meets on their premises.

At Committee meetings, the main risk events detected during the period and the measures designed to mitigate their impact are reported, together with the final outcome regarding previous events.

#### **(b) Internal Audit**

The risk management processes for the Company as a whole are constantly audited by the Internal Audit Department, which



examines the adequacy of procedures and ensures compliance. Internal Audit analyzes the results of all its evaluations with Management and reports its findings and recommendations to the Board through the Audit Committee.

### Credit risk

Credit risk is the probability of financial loss to the Company when a customer or counterparty in a financial instrument does not comply with its contractual obligations. It arises mainly from trade receivables, other current accounts receivable, non-current rights receivable and other non-financial current assets.

This risk is managed by the business, and depends on expectations within the current macroeconomic environment. It is forecast by markets and segments, and the appropriate credit treatment is assigned to each one using acceptable risk limits.

These limits are established through an analysis of financial information, risk classification, the nature of the exposure, and the quality of documentation, guarantees, market conditions and the industry, among other factors. Additionally, the credit quality follow-up process provides an early indication of possible changes in the ability of counterparties to pay. This enables the Company to assess the potential loss from these risks and take corrective action.

The size of provisions and the cost of portfolios are basic measures that indicate the credit quality of our portfolio.

At the indirect subsidiary Tanner Corredores de Bolsa S.A., credit risk consists in a contract counterparty failing to comply with its contractual obligations, causing a financial loss. This risk is controlled through collection procedures that control credit limits and deadlines for each customer. The effects of credit risk are reduced by applying internal risk policies that vary with the type of customer and product.

### (a) Admission Process

The credit approval process is different for each market segment. In addition, the Company has developed an extensive evaluation process to select customers, with a significant ability to discriminate between customers from different economic sectors.

### (b) Control and Monitoring

The constant monitoring of credit risk is the basis of proactive portfolio management. It enables risks to be promptly recognized, to quickly detect any possible deterioration, and to identify business opportunities.

In the business market, monitoring and follow-up is focused on reviews and the most important are the following:

- Structured rapid portfolio reviews, which respond to the impact of macroeconomic fluctuations in specific sectors of the industry, defining action plans on a case-by-case basis.
- Constant monitoring system to quickly detect those customers that pose potential risks, agreeing specific action plans for them with commercial teams.
- Managing delinquency, supported with predictive indicators showing risk levels, with action plans for more important customers, in addition to differentiated strategies for early collections.
- Following-up on the conditions, restrictions and covenants imposed by the Credit Committee, due to the importance or complexity of those transactions.
- Following-up on credit behavior and financial figures for all Group companies.
- Reviewing risk segmentation strategies within collection policies and processes, improving the integration of credit granting and credit monitoring processes, and bringing alignment through a common vision of these economic sectors.

Loan portfolios, provisions and risk indices

Loan portfolios, provisions and risk indices as of December 31, 2014 and 2013 are shown below:

	As of 12.31.2014			As of 12.31.2013		
	Balances ThCh\$	Provisions ThCh\$	Risk Index	Balances ThCh\$	Provisions ThCh\$	Risk Index
Accounts Receivable from Factoring	277,618,438	14,092,966	5.08%	269,216,251	10,918,156	4.06%
Loans	94,785,568	-	-	-	-	-
Automotive Finance	225,223,367	8,685,288	3.86%	212,175,932	8,949,717	4.22%
Leasing contracts	90,967,046	5,231,909	5.75%	79,345,912	3,407,438	4.29%
<b>Total</b>	<b>688,594,419</b>	<b>28,010,163</b>	<b>4.07%</b>	<b>560,738,095</b>	<b>23,275,311</b>	<b>4.15%</b>

The portfolio risk index fell by 0.08%, from 4.15% in December 2013 to 4.07% in December 2014. The factoring portfolio risk rose by 1.02%, from 4.06% in December 2013 to 5.08% in December 2014. The automotive portfolio risk fell by 0.36%, from 4.22% in December 2013 to 3.86% in December 2014. The leasing portfolio risk rose by 1.46%, from 4.29% in December 2013 to 5.75% in December 2014.

The Company implemented a change in the method of calculating provisions for automotive financing in 2014, which is explained later in this Note.

### Guarantees and other credit improvements

The amount and type of guarantees depend on an evaluation of the counterparty credit risk. Management is concerned with securing acceptable collateral in accordance with external standards, and with internal policy and guidelines.



The majority of factoring loans are with responsibility. There is a contract that supports the document for each type of customer, and if the customer does not comply with his obligations, it can be legally invoked. Those without responsibility are usually covered by credit insurance and specific guarantees.

Leasing transactions are covered by insurance. If the customer does not comply with his obligations, his contract is terminated and not renewed.

Automotive financing is guaranteed by the property associated with the contract, and are covered by two types of collateral, pledges and guarantees.

#### Credit quality by asset category

The Company determines the credit quality of its financial assets using internal classifications. The classification process is linked to the approval and follow-up processes, and is conducted in accordance with the risk categories established by the regulations. It is constantly re-evaluated by referring to the status of customers and their environment, considering their commercial behavior and payment performance, as well as financial information.

The Company also reviews companies in specific economic sectors, which are either affected by macroeconomic variables or variables inherent to that sector. Therefore, the Company can establish the necessary provisions to cover losses in the event that loans granted become un-recoverable.

The book values of overdue loans by business are shown below. The overdue amounts in the automotive, loans and leasing portfolios are presented.

Installments Overdue		Factoring 12.31.2014 ThCh\$	Loans 12.31.2014 ThCh\$	Automotive 12.31.2014 ThCh\$	Leasing 12.31.2014 ThCh\$	Total 12.31.2014 ThCh\$
	days					
Overdue	1-30 days	12,542,774	106,334	1,238,307	1,206,169	15,093,584
Overdue	31-60 days	2,567,568	-	1,142,685	789,258	4,499,511
Overdue	61-90 days	722,592	-	655,811	330,749	1,709,152
Overdue	91-120 days	415,224	-	389,825	290,493	1,095,542
Overdue	121-150 days	537,381	-	401,713	372,861	1,311,955
Overdue	151-180 days	236,091	-	377,484	228,986	842,561
Overdue	181-210 days	375,654	-	388,037	191,126	954,817
Overdue	211-250 days	428,902	-	467,917	229,593	1,126,412
Overdue	> 250 days	13,568,004	-	2,377,456	892,154	16,837,614
<b>Total</b>		<b>31,394,190</b>	<b>106,334</b>	<b>7,439,235</b>	<b>4,531,389</b>	<b>43,471,148</b>

Installments Overdue		Factoring 12.31.2013 ThCh\$	Loans 12.31.2013 ThCh\$	Automotive 12.31.2013 ThCh\$	Leasing 12.31.2013 ThCh\$	Total 12.31.2013 ThCh\$
	days					
Overdue	1-30 days	13,005,395	-	1,145,740	849,065	15,000,200
Overdue	31-60 days	2,127,631	-	1,073,134	606,481	3,807,246
Overdue	61-90 days	901,579	-	486,436	230,037	1,618,052
Overdue	91-120 days	760,010	-	257,957	169,860	1,187,827
Overdue	121-150 days	375,987	-	203,272	122,498	701,757
Overdue	151-180 days	2,121,182	-	190,811	97,032	2,409,025
Overdue	181-210 days	2,332,764	-	172,802	92,717	2,598,283
Overdue	211-250 days	4,224,616	-	225,919	96,297	4,546,832
Overdue	> 250 days	4,759,115	-	1,597,830	432,043	6,788,988
<b>Total</b>		<b>30,608,279</b>	<b>-</b>	<b>5,353,901</b>	<b>2,696,030</b>	<b>38,658,210</b>

The provisions established for portfolio impairment are shown below:

Impairment provision	Balances as of	
	12.31.2014 ThCh\$	12.31.2013 ThCh\$
Factoring provision	14,092,966	10,918,156
Automotive finance provision	8,685,288	8,949,717
Leasing provision	5,231,909	3,407,438
<b>Total impairment provision</b>	<b>28,010,163</b>	<b>23,275,311</b>

## Impairment Evaluation

### Overdue portfolio:

The Company believes that its overdue collections for vehicle, machinery and equipment leasing start on the first day's delay after a document matures. Therefore, provisions are calculated from day one onwards, in accordance with a calculation for these leases. In contrast, its overdue collections for property factoring and leasing start 30 days after a document matures. Therefore, provisions are calculated from day 31 onwards, in accordance with a calculation for this business that has been consistently applied since the creation of the Company. For automotive financing, the calculation is different and a statistical model is used that calculates the probability of loan default and the monthly portfolio provision. Default is defined as those loans with one at least one installment overdue for over 120 days at some point during the history of that loan.

The factoring portfolio is shown below, broken down by economic sector, and showing the concentration of credit risk by assigning customer as of December 31, 2014 and 2013:

Economic activity sector	12.31.2014 %	12.31.2013 %
Agriculture, forestry, fisheries, agricultural production	25,23%	29,80%
Wholesale Trade	15,07%	11,60%
Roads and construction	14,42%	13,50%
Financial, insurance, real estate companies	12,71%	9,70%
Services	9,07%	13,70%
Non-metallic manufacturing industry	8,82%	9,50%
Transport, storage and communications	6,02%	3,30%
Retail Trade	5,16%	3,60%
Metallic Manufacturing Industry	2,59%	4,30%
Mining and quarrying	0,86%	0,90%
Electricity, water and gas	0,05%	0,10%
<b>Total</b>	<b>100,00%</b>	<b>100,00%</b>

Automotive loan quality is calculated using a statistical model which takes the historical payment behavior of loans made by the Company and provides a probability of default for each loan. This default probability indicates the expected loss for each loan and therefore the provision. The parameters used in the statistical model are shown below:

Not Amicar		Amicar		Company	
Variable	Coefficient	Variable	Coefficient	Variable	Coefficient
LTV	0.62	LTV	0.62	LTV	0.72
Price	- 0.02	Price	- 0.03	Price	0.49
Interest Rate	0.13	Interest Rate	0.37	No installments	0.02
No installments	0.02	No installments	0.02	Light Used	0.31
Women	- 0.07	Age squared	- 0.00022	South	0.25
Vehicle age	0.01	Women	- 0.12	Dealer	0.22
Age squared	-4,6*10^-6	Pac	0.15	Gap	0.47
Light used	0.09	Overdue > 30 days C1	0.22	Overdue > 30 days C1	0.31
North	0.09	Overdue > 30 days C2	0.75	Overdue > 30 days C2	0.52
Dealer	- 0.10	Overdue > 30 days C3	0.94	Overdue > 30 days C3	0.67
Gap	0.15				
Overdue > 30 days C1	0.47				
Overdue > 30 days C2	0.46				
Overdue > 30 days C3	0.73				

The default rates for 2014 were the following:

Month	%
January	3.72
February	3.63
March	3.70
April	3.64
May	3.69
June	3.76
July	3.78
August	3.82
September	3.87
October	3.95
November	4.02
December	4.16
<b>Average</b>	<b>3.81</b>

### Leasing Credit Quality

Leasing is separated into three types, each represents exposure to credit quality risk.. These are shown below as of December 31, 2014 and 2013.

Property		Vehicles		Machinery & Equipment	
Classification	Overdue Days	Classification	Overdue Days	Classification	Overdue Days
A	0 to 30	A	0	A	0
B	31 to 90	B	1 to 30	B	1 to 30
B-	91 to 210	B-	31 to 60	B-	31 to 60
C	over 210	C	61 to 120	C	61 to 90
		D	121 to 180	C1	91 to 120
		E	181 to 210	D	121 to 150
		F	over 210	D1	151 to 180
				E	181 to 210
				F	over 210

Property Leasing					
Classification	12.31.2014 ThCh\$	%	12.31.2013 ThCh\$	%	
A	11,833,804	87.85%	10,622,440	94.56%	
B	708,024	5.26%	122,616	1.09%	
B-	116,488	0.86%	112,186	1.00%	
C	811,691	6.03%	376,795	3.35%	
<b>Total</b>	<b>13,470,007</b>	<b>100.00%</b>	<b>11,234,037</b>	<b>100.00%</b>	

Vehicle Leasing					
Classification	12.31.2014 ThCh\$	%	12.31.2013 ThCh\$	%	
A	12,977,604	49.29%	15,773,405	52.82%	
B	5,579,459	21.19%	7,921,922	26.53%	
B-	2,209,956	8.39%	3,066,763	10.27%	
C	1,518,939	5.77%	971,893	3.25%	
D	686,274	2.61%	367,266	1.23%	
E	315,114	1.20%	201,539	0.67%	
F	3,041,968	11.55%	1,559,517	5.22%	
<b>Total</b>	<b>26,329,314</b>	<b>100%</b>	<b>29,862,305</b>	<b>100.00%</b>	

Equipment and Machinery Leasing					
Classification	12.31.2014 ThCh\$	%	12.31.2013 ThCh\$	%	
A	41,467,747	81.04%	29,041,818	75.93%	
B	3,602,804	7.04%	4,534,922	11.86%	
B-	3,051,929	5.96%	2,581,866	6.75%	
C	361,276	0.71%	379,434	0.99%	
C1	352,283	0.69%	279,469	0.73%	
D	252,837	0.49%	260,375	0.68%	
D1	195,658	0.38%	263,101	0.69%	
E	143,717	0.28%	95,399	0.25%	
F	1,739,474	3.40%	813,166	2.13%	
<b>Total</b>	<b>51,167,725</b>	<b>100.00%</b>	<b>38,249,570</b>	<b>100.00%</b>	

### Renegotiations

The delinquent loans that are presented as renegotiated in the balance sheet, are those in which the corresponding financial commitments have been restructured and where Company assessed the likelihood of recovery from these loans as sufficiently high.

The following table shows the book value of loans by business and the percentage of the total portfolio, whose terms have been renegotiated:

Detail	12.31.2014			
	Total portfolio ThCh\$	Renegotiated ThCh\$	% Renegotiated by product	% Renegotiated by total portfolio
Factoring	277,618,438	3,612,663	1.30%	0.52%
Loans	94,785,568	-	-	-
Automotive Finance	225,223,367	7,426,646	3.30%	1.08%
Leasing	90,967,046	3,836,790	4.22%	0.56%
<b>Total assets renegotiated</b>	<b>688,594,419</b>	<b>14,876,099</b>		<b>2.16%</b>

Detail	12.31.2013			
	Total portfolio ThCh\$	Renegotiated ThCh\$	% Renegotiated by product	% Renegotiated by total portfolio
Factoring	269,216,251	3,085,164	1.15%	0.55%
Automotive Finance	212,175,932	6,606,868	3.11%	1.18%
Leasing	79,345,912	3,476,436	4.38%	0.62%
<b>Total assets renegotiated</b>	<b>560,738,095</b>	<b>13,168,468</b>		<b>2.35%</b>

#### Renegotiation Policies:

Renegotiations are unusual for factoring transactions, because they provide liquidity on the basis of customer's receivables. Unlike automotive financing and leasing, which are in essence lending transactions. When renegotiations occur, these are approved by Collection Manager and partial debt payment is required and/or further guarantees.

Customers with automotive loan installments overdue can renegotiate them. Any renegotiation must comply with the following conditions: (a) the customer must have paid at least 10 installments, (b) the customer must have paid one installment during the past 30 days, and (c) the customer must prove that he is still employed. There is a maximum quota for renegotiations, which cannot exceed 3.7% of the total volume, and loans can only be renegotiated once.

Customers with leasing installments overdue can renegotiate them. Their current situation needs to be updated and evaluated to identify the best option for the customer.

If the customer becomes insolvent, he can also choose to return the asset.

#### Liquidity risk

This is defined as the inability of the Company to meet its payment obligations as they fall due, without incurring large losses or being prevented from providing normal loan transactions to its customers. It arises from a cash flow mismatch, where cash flow payments fall due before the receipt of cash flow due on investments or loans. Another source of non-compliance is when customers fail to pay their commitments as they fall due.

The Company manages liquidity risk at a consolidated level, as its main source of funds come from its operational activities. It also holds cash and cash equivalents to comply with its short and long-term obligations. The Company collects a daily average of ThCh\$ 7,669,200 as of December 31, 2014 (ThCh\$ 5,679,000 as of December 31, 2013) and has consolidated available cash of over ThCh\$ 22,850,000 as of December 31, 2014 (ThCh\$ 31,900,000 as of December 31, 2013).

The major sources of funding for Tanner Servicios Financieros S.A. are bonds that have a defined payment schedule, banking credit lines that are likely to be reduced in the short term, and commercial effects which need to be renewed in the short term.

The Company manages cash flow on a daily basis, and thereby monitors liquidity risk. This cash-flow projection requires simulating all the maturities of assets and liabilities, to anticipate cash requirements. The Assets and Liabilities Committee reviews these projections every month, and agrees action plans based on Company projections and market conditions.

As of December 31, 2014 and 2013, the maturity structure by contractual term is shown below:

Range	As of 12.31.2014		As of 12.31.2013	
	In millions of Ch\$	% of capital	In millions of Ch\$	% of capital
Band 1: 1 to 30 days	56,423	25.1%	29,077	14.1%
Band 2: 31 to 60 days	20,986	9.3%	40,511	19.6%
Band 3: 61 to 90 days	27,525	12.2%	26,889	13.0%
Band 4: 91 to 180 days	33,226	14.8%	44,699	21.6%
<b>Bands as of 12.31.2014</b>	<b>1 - 30 days</b>	<b>31 - 60 days</b>	<b>61 - 90 days</b>	<b>91 - 180 days</b>
<b>Assets</b>	<b>220,936</b>	<b>71,476</b>	<b>62,016</b>	<b>75,592</b>
Funds available	18,047	-	-	-
Placements	173,635	68,048	46,590	65,075
CBP Investment	2,098	-	-	-
Other Assets	7,156	3,428	15,426	10,517
<b>Liabilities</b>	<b>144,513</b>	<b>50,491</b>	<b>34,491</b>	<b>42,365</b>
National banks - short-term	55,533	9,580	4,025	11,522
Foreign banks - short-term	9,107	8,495	3,641	-
Debt instruments - short-term (Ecos)	15,860	14,374	15,365	27,260
Debt instruments - short-term, pesos and UF (bonds)	-	13,907	-	2,500
Other liabilities	64,013	4,135	11,460	1,083
<b>Bands</b>	<b>56,423</b>	<b>20,985</b>	<b>27,525</b>	<b>33,227</b>
<b>% of Capital</b>	<b>25.1%</b>	<b>9.3%</b>	<b>12.2%</b>	<b>14.8%</b>

<b>Bands as of 12.31.2013</b>	<b>1 - 30 days</b>	<b>31 - 60 days</b>	<b>61 - 90 days</b>	<b>91 - 180 days</b>
<b>Assets</b>	<b>168,539</b>	<b>78,215</b>	<b>55,971</b>	<b>64,099</b>
Funds available	16,095	14,645	794	-
Placements	142,458	58,309	40,645	53,802
CBP Investment	3,208	2,066	364	448
Other Assets	6,778	3,195	14,168	9,849
<b>Liabilities</b>	<b>139,462</b>	<b>37,704</b>	<b>29,084</b>	<b>19,401</b>
National banks - short-term	39,469	18,951	-	-
Foreign banks - short-term	141	-	3,148	-
Debt instruments - short-term (Ecos)	13,885	13,885	11,901	9,918
Debt instruments - short-term, pesos and UF (bonds)	13,441	-	9,167	4,000
Other liabilities	72,526	4,868	4,868	5,483
<b>Bands</b>	<b>29,077</b>	<b>40,510</b>	<b>26,888</b>	<b>44,699</b>
<b>% of Capital</b>	<b>14.1%</b>	<b>19.6%</b>	<b>13.0%</b>	<b>21.6%</b>

At the indirect subsidiary Tanner Corredores de Bolsa S.A., this risk is associated with the ability to repay or refinance at reasonable market prices its financial commitments and its ability to execute its business plans with stable sources of financing. This company has a general liquidity index 1.25 times its liabilities due within seven days. Current legislation requires this risk index to be at least 1.00.

#### Market risk.

Market risk is defined as the potential loss to the Company due to adverse movements in market variables, such as exchange rates, stock prices, interest rates, etc., or a liquidity shortage.

At the indirect subsidiary Tanner Corredores de Bolsa S.A., this risk includes the fluctuation of market variables, such as exchange rates, product prices, interest rates, etc., that result in financial losses due to the devaluation of cash flows or assets, or the revaluation of liabilities. Currently this company has forward derivatives in foreign currencies to offset both assets and liabilities, so that fluctuations in exchange rates will not affect net assets.

#### Competition

The factoring industry in Chile started over 25 years ago and continues to grow. The leading companies in this industry have formed the Chilean Factoring Association (Asociación Chilena de Empresas de Factoring (ACHEF)). It has 13 associated companies, where the majority are local banks, and it collects and consolidates information relating to the market and its associates. The factoring market share of Tanner Servicios Financieros S.A., according to ACHEF, was 10.6% of loans as of December 31, 2014.

In the market for light and medium vehicles, the general public bought 337,594,000 vehicles during 2014, which was 10.7% less than the previous year, a trend that began in February and continued throughout the remainder of the year. The slowdown in the Chilean economy and the rise in the exchange rate have caused the fall in sales for this sector. In the market for trucks and buses, volume also fell to 12,710 trucks and 3,221 buses, which are falls of 13.8% and 30.7%, respectively.

Tanner Servicios Financieros is a leading company in the automotive financing market. While there are no consolidated figures for this industry, a review of companies in this sector who publish financial statements indicates that Tanner Servicios Financieros has a 21% market share.

According to data from the Chilean Leasing Association (Asociación Chilena de Empresas de Leasing (ACHEL)), leasing in this sector reached ThCh\$ 6,893,000 as of December 31, 2014. Tanner Servicios Financieros had a market share of 1.3% at that date.

#### Sensitivity Analysis

##### Currency Risk

##### Inflation

This is defined as the change in the value of indexed assets and liabilities due to changes to the UF (An inflation indexed peso based Chilean currency). This risk arises from a mismatch in open positions, where indexed assets in UF are funded with liabilities that are not indexed, or vice versa.

The Company has indexed loans in UF, which are mainly leasing transactions, and indexed liabilities in UF that are mainly bonds.

##### US Dollar

This is defined as the change in the value of assets and liabilities due to changes in exchange rate parities with the Chilean peso. This risk arises from a mismatch in open positions, where assets in one currency are funded with liabilities in another currency, or vice versa.

The company has factoring transactions and receivables in US dollars, and foreign liabilities in US dollars.

The Finance and Financial Risk Committee analyzes currency mismatches every month. Efforts are made to ensure that transactions in US dollars are matched. In contrast, mismatches in UF can reach equity.

As of December 31, 2014 and 2013, the structure of currency mismatches is as follows:

Range	As of 12.31.2014		As of 12.31.2013	
	Millions of Ch\$	% of capital	Millions of Ch\$	% of capital
GAP in UF	24,483	12.5%	15,274	7.8%
GAP in US\$	3,130	1.6%	(11,340)	(5.8%)

On December 31, 2014, an increase (decrease) of 1% in the average rate of inflation will increase (reduce) net income by 0.14% of equity (0.078% for 2013). A depreciation in the exchange rate of the Chilean peso to the US dollar of 1% will increase (reduce) net income by 0.127% of equity (0.058% in 2013).

### Interest Rate Risk

This is defined as the risk to the Company's positions when a change in interest rates produces a change in the value of its assets and liabilities. Changes in interest rates can be parallel changes in interest rate curves or more fundamental changes.

The mismatches between receipts of principal or interest and payments for disbursements or settling liabilities as of December 31, 2014 are shown below. Such mismatches are multiplied by a weight that measures the financial impact of that mismatch. As can be seen, the maximum loss could be 2.54% of equity.

Maturity 12.31.2014 (in millions of pesos)	0-180 days	180-360 days	1 - 3 years	3 - 5 years	5 - 10 years	Over 10 years	Total
Assets	514,897	60,866	184,563	35,450	27,108	-	822,884
Liabilities	286,642	25,757	112,591	164,860	9,874	-	599,724
Mismatches due to appreciation	228,255	35,109	71,972	(129,410)	17,234	-	223,160
Weights	1.0%	3.5%	8.0%	13.0%	18.0%	20.0%	
Change in value							
Weighted mismatches due to appreciation	2,283	1,229	5,758	(16,823)	3,102	-	(4,452)
Equity	223,160						
Change in value (% of capital)	-2.00%						

The following table shows that the maximum loss is 0.54% of equity as of December 31, 2013:

Maturity 12.31.2013 (in millions of pesos)	0-180 days	180-360 days	1 - 3 years	3 - 5 years	5 - 10 years	Over 10 years	Total
Assets	482,670	60,913	135,847	29,138	13,378	8	721,954
Liabilities	256,055	30,740	209,168	17,114	-	-	513,077
Mismatches due to appreciation	226,615	30,173	73,321	12,024	13,378	13	208,882
Weights	1.0%	3.5%	8.0%	13.0%	18.0%	20.0%	
Change in value							
Weighted mismatches due to appreciation	2,266	1,056	5,866	1,563	2,408	2	1,429
Equity	206,869						
Change in value (% of capital)	0.69%						

## 5. Responsibility for the Information, Estimates and Accounting Criteria

The information contained in these consolidated financial statements is the responsibility of the Group's Board of Directors who confirm that all principles and accounting criteria included in IFRS have been fully applied.

The preparation of these consolidated financial statements includes estimates made by Group Management, to quantify some assets, liabilities, revenues, expenses and commitments that are included.

These estimates basically refer to:

### Useful lives and estimated residual values

The valuation of investments in property, plant and equipment includes estimates of their residual values and their useful lives for calculating the depreciation on each asset.

These estimates consider of operational and technological factors, and alternative uses of these assets.

### Deferred taxes

The parent company and subsidiaries account for deferred tax assets and expect to recover such assets, by matching these to deferred tax liabilities with similar deadlines and through generating sufficient taxable income in the future.

These are based on internal projections by Management using the most recent information available.

The actual results and taxes paid or received might differ from these estimates, due to future changes in the law that could not be foreseen.

#### Accounts payable provisions

Due to uncertainties inherent in accounting estimates registered at the end of each period, payments may differ from the amounts previously recognized as a liability.

#### Goodwill impairment

Goodwill is assigned to cash generating units and impairment is assessed by calculating the value in use of those units. The value in use is the net present value of future cash flows from the cash generating unit calculated by applying an appropriate discount rate.

The book value of goodwill as of December 31, 2014 was ThCh\$1,789,899 (ThCh\$1,270,538 as of December 31, 2013).

#### Financial instruments valuation

As at December 31, 2014 and 2013 the Group has used fair value to value financial instruments, as these are traded on an active market. It has not needed to use special valuation techniques. The fair value of a financial instrument on a given date is the value at which it could be bought or sold on that date between two well-informed mutually independent parties acting prudently but without restrictions. The most commonly used and objective reference for the fair value of an asset is the price paid in an active and transparent market. Fair value disclosures are described in Note 29.

#### Credit Risk Provision:

The Company believes that its overdue collections start on the first day's delay after a document matures. Therefore, provisions are calculated from day one onwards, in accordance with a calculation for vehicle, machinery and equipment leasing. In contrast, its overdue collections for property factoring and leasing start 30 days after a document matures. Therefore, provisions are calculated from day 31 onwards, in accordance with a calculation for this business that has been consistently applied since the creation of the Company.

### 6. Financial information by operating segments

Operating segments are defined as those company components for which separate financial information is available and continuously evaluated by the Board, who use it to allocate resources and evaluate performance. The Company has one segment, which includes differentiated products with specific business characteristics, such as Factoring, Automobile Finance and Leasing. The Company discloses information about operating segment results, based on information used internally by Management, in accordance with IFRS 8.

Information about geographical areas: Tanner Servicios Financieros S.A. has 35 branches throughout the country, but they are not divided into geographical areas, as Management and the Board evaluate operational performance as a whole. The branch network allows a greater diversification by industry (mining, trade, fishing, salmon farming, etc.).

Tanner Servicios Financieros S.A. has only one operational segment, as its sole business is providing financial services, according to the operational segment definitions in IFRS 8. The Company has four principal products:

**Factoring** - financing national and international customers. This is 38.14% of the total loan portfolio as of December 31, 2014 (45.02% as of December 31, 2013). International factoring is a sub-division factoring.

**Loans** - mainly financing businesses. This is 13.72% of the total loan portfolio as of December 31, 2014 (Zero as of December 31, 2013).

**Automotive Finance** - mainly financing vehicles for people or legal entities. This is 31.34% of the total loan portfolio as of December 31, 2014 (35.38% as of December 31, 2013).

**Leasing** - mainly financing the leaseback of real estate, leasing of earth moving equipment, transport and industrial equipment, etc. This is 12.41% of the total loan portfolio as of December 31, 2014 (13.26% as of December 31, 2013).

**Other** - these are business activities performed by other companies controlled by Tanner Servicios Financieros, where each company manages its own results within the segments mentioned above. The companies included in segmental reporting are:

#### Entity

- Tanner Corredores de Bolsa de Productos S.A.
- Tanner Corredora de Seguros Ltda.
- Gestora Tanner SpA y Filiales

The following tables present the results for the period to December 31, 2014 and 2013, for each product defined above within one segment:

Products	December 31, 2014						
	Factoring ThCh\$	Automotive Finance ThCh\$	Leasing ThCh\$	Loans ThCh\$	Subtotal Products ThCh\$	Others ThCh\$	Total ThCh\$
Net income from interest and indexation	27,255,882	40,030,130	6,037,839	920,273	74,244,124	-	74,244,124
Net income (expense) for commissions	2,232,079	(11,922,003)	311,439	320,575	(9,057,910)	3,179,617	(5,878,293)
Other Operating Income	1,900,808	4,337,230	1,497,906	-	7,735,944	-	7,735,944
Provisions for loan losses	(8,047,073)	(7,684,552)	(4,049,311)	-	(19,780,936)	-	(19,780,936)
<b>Total Gross Margin</b>	<b>23,341,696</b>	<b>24,760,805</b>	<b>3,797,873</b>	<b>1,240,848</b>	<b>53,141,222</b>	<b>3,179,617</b>	<b>56,320,839</b>
Administrative expenses	(11,968,177)	(12,649,411)	(1,823,140)	(595,660)	(27,036,387)	(4,437,948)	(31,474,335)
Other net operational income (expense)	806,721	852,640	122,890	40,151	1,822,402	939,462	2,761,864
Exchange Differences	-	-	-	-	-	520,116	520,116
Income from investments in companies	-	-	-	-	-	1,929	1,929
<b>Net income before tax</b>	<b>12,180,241</b>	<b>12,964,035</b>	<b>2,097,623</b>	<b>685,339</b>	<b>27,927,237</b>	<b>203,176</b>	<b>28,130,413</b>
Income tax	-	-	-	-	-	-	(2,041,445)
<b>Net income after tax</b>							<b>26,088,968</b>
Assets	277,618,438	225,223,367	90,967,046	94,785,568	688,594,419	91,791,903	780,386,322
Current and Deferred Taxes							42,497,760
<b>Total Assets</b>							<b>822,884,082</b>
Liabilities	(213,620,851)	(173,304,078)	(69,997,000)	(72,935,263)	(529,857,192)	(59,829,610)	(589,686,802)
Current and Deferred Taxes							(10,036,868)
<b>Total Liabilities</b>							<b>(599,723,670)</b>

Products	December 31, 2013						
	Factoring ThCh\$	Automotive Finance ThCh\$	Leasing ThCh\$	Loans ThCh\$	Subtotal Products ThCh\$	Others ThCh\$	Total ThCh\$
Net income from interest and indexation	24,882,118	35,537,706	5,386,684	-	65,806,508	-	65,806,508
Net income (expense) for commissions	2,859,931	(11,879,312)	700,067	-	(8,319,314)	9,969,050	1,649,736
Other Operating Income	2,847,216	3,485,845	(61,591)	-	6,271,470	-	6,271,470
Provisions for loan losses	(7,591,111)	(7,796,430)	(2,349,797)	-	(17,737,338)	-	(17,737,338)
<b>Total Gross Margin</b>	<b>22,998,154</b>	<b>19,347,809</b>	<b>3,675,363</b>	<b>-</b>	<b>46,021,326</b>	<b>9,969,050</b>	<b>55,990,376</b>
Administrative expenses	(11,481,210)	(9,983,484)	(1,507,991)	-	(22,972,685)	(5,493,519)	(28,466,204)
Other net operational income (expense)	749,578	668,068	150,124	-	1,567,770	91,038	1,658,808
Exchange Differences	-	-	-	-	-	425,417	425,417
Income from investments in companies	-	-	-	-	-	(1,693)	(1,693)
<b>Net income before tax</b>	<b>12,266,522</b>	<b>10,032,393</b>	<b>2,317,496</b>	<b>-</b>	<b>24,616,411</b>	<b>4,990,293</b>	<b>29,606,704</b>
Income tax	-	-	-	-	-	-	(5,055,542)
<b>Net income after tax</b>							<b>24,551,162</b>
Assets	269,216,251	212,175,932	79,345,912	-	560,738,095	129,480,652	690,218,747
Current and Deferred Taxes							29,728,211
<b>Total Assets</b>							<b>719,946,958</b>
Liabilities	(206,589,549)	(162,818,292)	(60,887,989)	-	(430,295,830)	(66,065,009)	(496,360,839)
Current and Deferred Taxes							(16,717,246)
<b>Total Liabilities</b>							<b>(513,078,085)</b>



Therefore, the only operating segment for Tanner Servicios Financieros S.A. is the provision of financial services, for IFRS 8 purposes.

Net trade receivables and other accounts receivable	Balances as of	
	12.31.2014 ThCh\$	12.31.2013 ThCh\$
Factoring Accounts Receivable	263,525,472	257,819,095
Loans	94,785,568	-
Automotive Finance	216,538,079	202,596,215
Leasing contracts	85,735,137	75,938,475
Sundry debtors	30,386,369	34,263,717
<b>Net trade receivables and other accounts receivable</b>	<b>690,970,625</b>	<b>570,617,502</b>

Percentage by product	Percentages	
	12.31.2014 ThCh\$	12.31.2013 ThCh\$
Factoring Accounts Receivable	38.14%	45.18%
Loans	13.72%	0.00%
Automotive Finance	31.34%	35.51%
Leasing contracts	12.41%	13.31%
Sundry debtors	4.39%	6.00%
<b>Total</b>	<b>100%</b>	<b>100%</b>

The consolidated loan portfolio net of provisions at Tanner Servicios Financieros was ThCh\$690,970,625 as of December 31 2014 and ThCh\$570,617,502 as of December 31, 2013.

These loans are diversified across various economic sectors in order to minimize risk. The main economic sectors involved are; agriculture-forestry-fishing, roads and construction, services and non-metallic manufacturing industry.

Note 10 to the financial statements has a detailed breakdown of the loan portfolio for the three principal businesses as of December 31, 2014 and December 31, 2013.

#### Customers

The number of active customers as of December 31, 2014 is 53,561, including factoring, automotive finance, and leasing.

On December 31, 2014, the Company had no significant concentration of customers, the percentage lent to the five largest customers did not exceed 15% of the total portfolio.

#### Suppliers

Tanner Servicios Financieros S.A. has approximately 70 suppliers. The main ones being computing, communications and general service suppliers.

#### Operating margin

Below is the operating margin by product:

Operating margin by product	Accumulated	
	01.01.2014 12.31.2014 ThCh\$	01.01.2013 12.31.2013 ThCh\$
Operating margin for Factoring	23,341,696	22,998,154
Operating margin for Automotive	24,760,805	19,347,809
Operating margin for Leasing	3,797,873	3,675,363
Operating margin for Loans	1,240,848	-
Other income	3,179,617	9,969,050
<b>Total</b>	<b>56,320,839</b>	<b>55,990,376</b>

## 7. Cash and Cash Equivalents

(a) As of December 31, 2014 and 2013 these were as follows:

Cash and cash equivalent categories	Balances as of	
	12.31.2014 ThCh\$	12.31.2013 ThCh\$
Cash in hand	1,323,805	1,637,813
Bank balances	21,229,602	14,086,569
Time deposits	110,097	14,645,082
Mutual funds	192,369	1,551,776
<b>Cash and cash equivalent</b>	<b>22,855,873</b>	<b>31,921,240</b>

(b) As of December 31, 2014 and 2013 these were as follows by currency:

Information on cash and cash equivalents	Currency	12.31.2014 ThCh\$	Balances as of 12.31.2013 ThCh\$
<b>Cash by currency</b>			
Cash in hand	Chilean peso	1,272,328	1,493,488
Cash in hand	US dollar	51,477	144,325
Bank balances	Chilean peso	10,384,701	9,029,970
Bank balances	US dollar	10,844,901	5,056,599
Time deposits	Chilean peso	-	14,549,977
Time deposits	US dollar	110,097	95,105
Mutual funds	Chilean peso	-	7,894
Mutual funds	US dollar	192,369	1,543,882
<b>Cash and cash equivalents</b>		<b>22,855,873</b>	<b>31,921,240</b>

There were no restrictions on the availability of cash.

(c) Time deposits and mutual funds were as follows:

Term deposits						12.31.2014 Up to 90 días ThCh\$	Balances as of 12.31.2013 Up to 90 días ThCh\$
Creditor Tax ID	Creditor Name	Detail	Debtor Tax ID	Debtor Name	Debtor Country	Value (USD)	
96,667,560-8	Tanner Serv. Financieros S.A.	Monthly Renewable	97,015,000-5	Banco Santander	Chile	181,451,92	110,097
96,667,560-8	Tanner Serv. Financieros S.A.	Fixed-term	97,023,000-9	CorpBanca	Chile	-	-
<b>TOTAL</b>						<b>181,451,92</b>	<b>110,097</b>

Investments in Mutual Funds						12.31.2014 Up to 90 días ThCh\$	Balances as of 12.31.2013 Up to 90 días ThCh\$
Creditor Tax ID	Creditor Name	Detail	Debtor Tax ID	Debtor Name	Debtor Country	Value (USD)	
96,667,560-8	Tanner Serv. Financieros S.A.	Over Night	Foreign	WACHOVIA	USA	951,80	-
96,667,560-8	Tanner Serv. Financieros S.A.	Over Night	Foreign	CORPBANCA	USA	317,048,51	192,369
93,966,000-3	Gestora Tanner SpA	Progresión -A	91,999,000-7	Principal Adm. General de Fondos S.A.	Chile	-	-
93,966,000-3	Gestora Tanner SpA	Visión -2	91,999,000-7	Principal Adm. General de Fondos S.A.	Chile	-	-
<b>TOTAL</b>						<b>318,000,31</b>	<b>192,369</b>

## 8. Other Current and Non-Current Financial Assets

(a) Other current financial assets:

As of December 31, 2014 and 2013 other current financial assets were as follows:

Other currents financial assets	12.31.2014 ThCh\$	Balances as of 12.31.2013 ThCh\$
Forwards	19,010,434	24,225,268
Investments through the Commodity Exchange, net	2,377,096	4,966,520
Investments in corporate instruments	1,875,262	2,384,749
Investments in Treasury instruments	1,051,377	1,238,480
Rights over document sales with covenants	484,372	15,600,613
Deferred charges	311,249	426,032
Promissory notes with banks and financial institutions	158,139	530,702
Publicly traded shares	-	2,494,131
Rights over simultaneous transactions	-	517,976
Others	100,236	106,395
<b>Total</b>	<b>25,368,165</b>	<b>52,490,866</b>

(b) Other non-current financial assets:

As of December 31, 2014 and 2013 other non-current financial assets were as follows:

Other Non-Current Financial Assets	12.31.2014 ThCh\$	Balances as of 12.31.2013 ThCh\$
Investments in US\$ Bonds	18,661,963	17,023,570
Net Swap Contracts	5,101,351	1,447,919
<b>Total</b>	<b>23,763,314</b>	<b>18,471,489</b>

## 9. Other Non-Current Non-Financial Assets

As of December 31, 2014 and 2013 these were as follows:

	Balances as of	
	12.31.2014 ThCh\$	12.31.2013 ThCh\$
<b>Other non-financial assets, non-currents</b>		
Stock Exchange share (*)	1,982,362	1,982,362
Lease contracts	3,068,778	-
Electronic Exchange share (**)	125,000	125,000
Guarantees	100,265	63,932
Others	21,573	15,338
<b>Total</b>	<b>5,297,978</b>	<b>2,186,632</b>

(\*) One share in the Santiago Stock Exchange owned by the subsidiary Tanner Corredores de Bolsa S.A.

(\*\*) One share in the Electronic Stock Exchange owned by the subsidiary Tanner Corredores de Bolsa S.A.

## 10. Trade Debtors and Other Accounts Receivable

These are mainly documents from the factoring portfolio, promissory notes from automotive finance, leasing contracts and loan transactions.

Impairment losses are provided when there is objective evidence that the Company may not be able to collect all the amounts due in accordance with the original terms. Indications that the account receivable is impaired are evidence that the trade debtor is in significant financial difficulties, the likelihood that the debtor will become bankrupt or will initiate a financial reorganization, and excessive arrears in payments.

As of December 31, 2014 and 2013 trade debtors and other accounts receivable were as follows:

### (a) Trade receivables and other accounts receivable, current and non-current:

	Balances as of	
	12.31.2014 ThCH\$	12.31.2013 ThCH\$
<b>Net current trade receivables and other accounts receivable</b>		
Factoring Accounts Receivable	273,820,338	264,132,903
Loans	35,058,299	-
Automotive Finance	108,744,536	99,907,388
Leasing contracts	41,157,262	32,742,661
Impairment provision	(28,010,163)	(23,275,311)
Sundry debtors	30,386,369	34,263,717
<b>Net current trade receivables and other accounts receivable</b>	<b>461,156,641</b>	<b>407,771,358</b>
	Balances as of	
	12.31.2014 ThCH\$	12.31.2013 ThCH\$
<b>Net non-current trade receivables and other accounts receivable</b>		
Factoring Accounts Receivable	3,798,100	4,604,348
Loans	59,727,269	-
Automotive Finance	116,478,831	111,638,544
Leasing contracts	49,809,784	46,603,252
<b>Net non-current trade receivables and other accounts receivable</b>	<b>229,813,984</b>	<b>162,846,144</b>
<b>Total</b>	<b>690,970,625</b>	<b>570,617,502</b>

### (a.1) Factoring transactions by their nature, current and non-current:

	Balances as of	
	12.31.2014 ThCH\$	12.31.2013 ThCH\$
<b>Factoring Accounts Receivable</b>		
National Factoring Accounts Receivable	217,410,818	195,363,173
International Factoring Accounts Receivable	60,207,620	73,374,078
<b>Factoring Accounts Receivable</b>	<b>277,618,438</b>	<b>268,737,251</b>
Factoring impairment provision	(14,092,966)	(10,918,156)
<b>Factoring Accounts Receivable (Net)</b>	<b>263,525,472</b>	<b>257,819,095</b>

(a.2) Factoring transactions by their nature, current and non-current:

	Balances as of	
	12.31.2014 ThCh\$	12.31.2013 ThCh\$
<b>Factoring Accounts Receivable</b>		
Invoices	138,150,408	140,428,347
Letters	10,926,342	8,690,872
Checks	51,989,883	50,695,065
Promissory notes	34,235,122	46,163,596
International financing	24,239,522	4,679,273
Other documents	18,077,161	18,080,098
<b>Factoring Accounts Receivable</b>	<b>277,618,438</b>	<b>268,737,251</b>
Factoring impairment provision	(14,092,966)	(10,918,156)
<b>Factoring Accounts Receivable (Net)</b>	<b>263,525,472</b>	<b>257,819,095</b>

(a.3) Factoring transactions by currency, current and non-current:

	12.31.2014			
	Pesos ThCh\$	US Dollar ThCh\$	UF ThCh\$	Total ThCh\$
<b>Factoring Accounts Receivable</b>				
Invoices	69,351,175	68,525,759	273,475	138,150,409
Letters	7,019,604	1,516,875	2,389,863	10,926,342
Checks	51,761,114	228,769	-	51,989,883
Promissory notes	25,947,223	-	8,287,899	34,235,122
International financing	-	24,239,522	-	24,239,522
Other documents	15,165,484	2,641,124	270,552	18,077,160
<b>Factoring Accounts Receivable</b>	<b>169,244,600</b>	<b>97,152,049</b>	<b>11,221,789</b>	<b>277,618,438</b>
Factoring impairment provision				(14,092,966)
<b>Factoring Accounts Receivable (Net)</b>				<b>263,525,472</b>

	12.31.2013			
	Pesos ThCh\$	US Dollar ThCh\$	UF ThCh\$	Total ThCh\$
<b>Factoring Accounts Receivable</b>				
Invoices	77,132,064	63,048,367	247,916	140,428,347
Letters	6,780,076	1,343,597	567,199	8,690,872
Checks	49,177,340	1,106,274	411,451	50,695,065
Promissory notes	33,465,920	-	12,697,676	46,163,596
International financing	-	7,875,840	-	7,875,840
Other documents	14,883,531	-	-	14,883,531
<b>Factoring Accounts Receivable</b>	<b>181,438,931</b>	<b>73,374,078</b>	<b>13,924,242</b>	<b>268,737,251</b>
Factoring impairment provision				(10,918,156)
<b>Factoring Accounts Receivable (Net)</b>				<b>257,819,095</b>

(a.4) Leasing transactions, current and non-current:

Leasing receivables by currency and maturity were as follows:

		12.31.2014			
Detail	Currency	ThCh\$ 0-1 year	ThCh\$ 1-5 year	ThCh\$ Over 5 years	ThCh\$ Total
Minimum leasing receivables, gross	U.F.	35,752,257	45,327,174	3,194,644	84,274,075
Minimum leasing receivables, gross	Pesos	5,970,504	9,987,196	-	15,957,700
Minimum leasing receivables, gross	US Dollar	2,905,913	855,350	-	3,761,263
<b>Minimum leasing receivables, gross</b>		<b>44,628,674</b>	<b>56,169,720</b>	<b>3,194,644</b>	<b>103,993,038</b>
Minimum leasing receivables, interest	U.F.	(5,096,092)	(5,484,827)	(481,237)	(11,062,156)
Minimum leasing receivables, interest	Pesos	(965,092)	(781,248)	-	(1,746,340)
Minimum leasing receivables, interest	US Dollar	(123,636)	(93,860)	-	(217,496)
<b>Minimum leasing receivables, net present value</b>		<b>38,443,854</b>	<b>49,809,785</b>	<b>2,713,407</b>	<b>90,967,046</b>
Impairment provision					(5,231,909)
<b>Minimum leasing receivables, net present value</b>					<b>85,735,137</b>

Detail	Currency	12.31.2013			
		ThCh\$ 0-1 year	ThCh\$ 1-5 year	ThCh\$ Over 5 years	ThCh\$ Total
Minimum leasing receivables, gross	U.F.	36,982,166	48,222,239	3,009,674	88,214,079
Minimum leasing receivables, gross	Pesos	1,179,237	862,097	-	2,041,334
Minimum leasing receivables, gross	US Dollar	2,069,243	1,762,429	-	3,831,672
<b>Minimum leasing receivables, gross</b>		<b>40,230,646</b>	<b>50,846,765</b>	<b>3,009,674</b>	<b>94,087,085</b>
Minimum leasing receivables, interest	U.F.	(7,126,483)	(6,583,649)	(437,018)	(14,147,150)
Minimum leasing receivables, interest	Pesos	(183,395)	(101,034)	-	(284,429)
Minimum leasing receivables, interest	US Dollar	(178,107)	(131,487)	-	(309,594)
<b>Minimum leasing receivables, net present value</b>		<b>32,742,661</b>	<b>44,030,595</b>	<b>2,572,656</b>	<b>79,345,912</b>
Impairment provision					(3,407,438)
<b>Minimum leasing receivables, net present value</b>					<b>75,938,474</b>

#### (a.5) Automotive financing debtors:

As of December 31, 2014 and 2013 automotive financing debtors by currency and maturity were as follows:

Automotive Finance Receivables	12.31.2014 ThCh\$	Balances as of	12.31.2013 ThCh\$
Current automotive finance receivables	108,744,536		99,907,388
Non-current automotive finance receivables	116,478,831		111,638,544
<b>Automotive Finance Receivables</b>	<b>225,223,367</b>		<b>211,545,932</b>
Impairment provision	(8,685,288)		(8,949,717)
<b>Automotive Finance Receivables (Net)</b>	<b>216,538,079</b>		<b>202,596,215</b>

#### (a.6) Sundry debtors:

As of December 31, 2014 and 2013 these were as follows:

Sundry Debtors	12.31.2014 ThCh\$	Balances as of	12.31.2013 ThCh\$
Accounts receivable (net) (1)	13,372,045		11,827,767
Rights for covenants	6,907,930		2,945,976
Rights over simultaneous transactions	2,792,873		10,127,535
Own portfolio receivables	2,690,258		1,595,900
Brokerage receivables	2,369,300		3,550,646
Other debtors	1,370,424		3,130,060
Suppliers advances	599,754		686,659
Cash advances and loans to staff	283,785		399,174
<b>Total Sundry Debtors</b>	<b>30,386,369</b>		<b>34,263,717</b>

(1) These are mainly advances made under real estate leasing transactions to the subsidiary Tanner Leasing S.A., accounts receivable from insurance companies at the subsidiary anner Corredora de Seguros Ltda., accounts receivable at the subsidiary Tanner Leasing Vendor Ltda., and accounts receivable at the subsidiary Tanner Corredores de Bolsa S.A., etc.

The Company believes that its overdue collections start on the first day's delay after a document matures. Therefore, provisions are calculated from day one onwards, in accordance with a calculation for vehicle, machinery and equipment leasing. In contrast, its overdue collections for property factoring and leasing start 30 days after a document matures. Therefore, provisions are calculated from day 31 onwards, in accordance with a calculation for this business that has been consistently applied since the creation of the Company. For automotive financing, the calculation is different and a statistical model is used that calculates the probability of loan default and the monthly portfolio provision. Default is defined as loans where the overdue amounts on installments total over 120 days at any time in the loan's history.

#### (b) Overdue portfolio by product:

		Factoring Portfolio Overdue	
Days		Principal outstanding 12.31.2014 ThCh\$	Principal outstanding 12.31.2013 ThCh\$
Arrears	1 - 30 days	12,542,774	13,005,395
Overdue	31 - 60 days	2,567,568	2,127,631
Overdue	61 - 90 days	722,592	901,579
Overdue	91 - 120 days	415,224	760,010
Overdue	121 - 150 days	537,381	375,987
Overdue	151 - 180 days	236,091	2,121,182
Overdue	181 - 210 days	375,654	2,332,764
Overdue	211 - 250 days	428,902	4,224,616
Overdue	>250 days	13,568,004	4,759,115
<b>Total</b>		<b>31,394,190</b>	<b>30,608,279</b>

		Loan Portfolio Overdue			
	Days	Principal outstanding 12.31.2014 ThCh\$	Installments overdue 12.31.2014 ThCh\$	Principal outstanding 12.31.2013 ThCh\$	Installments overdue 12.31.2013 ThCh\$
Arrears	1 - 30 days	106,334	106,334	-	-
Overdue	31 - 60 days	-	-	-	-
Overdue	61 - 90 days	-	-	-	-
Overdue	91 - 120 days	-	-	-	-
Overdue	121 - 150 days	-	-	-	-
Overdue	151 - 180 days	-	-	-	-
Overdue	181 - 210 days	-	-	-	-
Overdue	211 - 250 days	-	-	-	-
Overdue	>250 days	-	-	-	-
<b>Total</b>		<b>106,334</b>	<b>106,334</b>	<b>-</b>	<b>-</b>

		Automotive Portfolio Overdue			
	Days	Principal outstanding 12.31.2014 ThCh\$	Installments overdue 12.31.2014 ThCh\$	Principal outstanding 12.31.2013 ThCh\$	Installments overdue 12.31.2013 ThCh\$
Arrears	1 - 30 days	31,413,301	1,238,307	31,883,882	1,145,740
Overdue	31 - 60 days	14,750,885	1,142,685	14,203,767	1,073,134
Overdue	61 - 90 days	5,576,449	655,811	3,973,655	486,436
Overdue	91 - 120 days	2,410,402	389,825	1,665,802	257,957
Overdue	121 - 150 days	2,116,595	401,713	929,182	203,272
Overdue	151 - 180 days	1,728,045	377,484	748,321	190,811
Overdue	181 - 210 days	1,480,615	388,037	735,926	172,802
Overdue	211 - 250 days	1,446,195	467,917	756,058	225,919
Overdue	>250 days	5,959,168	2,377,456	4,373,694	1,597,830
<b>Total</b>		<b>66,881,655</b>	<b>7,439,235</b>	<b>59,270,287</b>	<b>5,353,901</b>

		Leasing Portfolio Overdue			
	Days	Principal outstanding 12.31.2014 ThCh\$	Installments overdue 12.31.2014 ThCh\$	Principal outstanding 12.31.2013 ThCh\$	Installments overdue 12.31.2013 ThCh\$
Arrears	1 - 30 days	10,680,661	1,206,169	14,032,724	849,065
Overdue	31 - 60 days	5,794,337	789,258	5,673,725	606,481
Overdue	61 - 90 days	1,393,899	330,749	1,028,494	230,037
Overdue	91 - 120 days	1,081,034	290,493	734,468	169,860
Overdue	121 - 150 days	597,859	372,861	538,477	122,498
Overdue	151 - 180 days	573,014	228,986	429,826	97,032
Overdue	181 - 210 days	472,353	191,126	296,938	92,717
Overdue	211 - 250 days	468,880	229,593	243,629	96,297
Overdue	>250 days	5,124,254	892,154	2,505,848	432,043
<b>Total</b>		<b>26,186,291</b>	<b>4,531,389</b>	<b>25,484,129</b>	<b>2,696,030</b>

		Total Portfolio Overdue			
	Days	Principal outstanding 12.31.2014 ThCh\$	Installments overdue 12.31.2014 ThCh\$	Principal outstanding 12.31.2013 ThCh\$	Installments overdue 12.31.2013 ThCh\$
Arrears	1 - 30 days	12,542,774	-	13,005,395	-
Overdue	1 - 30 days	42,200,296	2,550,810	45,916,606	1,994,805
Overdue	31 - 60 days	23,112,790	1,931,943	22,005,123	1,679,615
Overdue	61 - 90 days	7,692,940	986,560	5,903,728	716,473
Overdue	91 - 120 days	3,906,660	680,318	3,160,280	427,817
Overdue	121 - 150 days	3,251,835	774,574	1,843,646	325,770
Overdue	151 - 180 days	2,537,150	606,470	3,299,329	287,843
Overdue	181 - 210 days	2,328,622	579,163	3,365,628	265,519
Overdue	211 - 250 days	2,343,977	697,510	5,224,303	322,216
Overdue	>250 days	24,651,426	3,269,610	11,638,657	2,029,873
<b>Total</b>		<b>124,568,470</b>	<b>12,076,958</b>	<b>115,362,695</b>	<b>8,049,931</b>

The overdue portfolio in the above tables includes the following:

**Factoring:** This includes all the documents that had expired by the period close, including “delayed” documents.

As of December 31, 2014 39.95% of the expired factoring documents were within the range 1 to 30 days overdue (42.49% as of December 31, 2013), which is normal for this product. The increase in overdue amounts for 2014 is explained by Note 10 (c iii).

The most important range for the factoring product is the over 90 days range, given that invoices are not usually paid on the dates initially agreed.

**Leasing and Automotive Financing:** The overdue portfolio for these products includes the total outstanding balance on every loan that has one or more installments overdue.

**(c) Unrecoverable receivables provision:**

As of December 31, 2014 and 2013 these provisions were as follows:

	Balance as of	
Impairment provision	12.31.2014 ThCh\$	12.31.2013 ThCh\$
Factoring provision	14,092,966	10,918,156
Automotive finance provision	8,685,288	8,949,717
Leasing provision	5,231,909	3,407,438
<b>Total Impairment provision</b>	<b>28,010,163</b>	<b>23,275,311</b>

	Balance as of	
Change in impairment provision	12.31.2014 ThCh\$	12.31.2013 ThCh\$
Initial balance last year	23,275,311	16,746,627
Provisions added	20,842,014	17,962,309
Provisions released	(16,107,162)	(11,433,625)
<b>Total</b>	<b>28,010,163</b>	<b>23,275,311</b>

**Unrecoverable receivables provision policy:**

Company provisions are based on the overdue amounts for each product. Tables have been agreed with overdue percentages and days, which are applied as the days overdue increase. In special situations where there is evidence of impairment, extraordinary provisions are made.

**i) Leasing portfolio provision:**

Leasing accounts receivable are initially classified by asset category: Real estate, vehicles, machinery and equipment.

For assets classified as vehicles, machinery and equipment, leasing accounts are considered overdue from the first day's delay after a document matures, and 30 days after for those classified as real estate. The provision is a percentage of the total outstanding balance, with the overdue installments in ranges, as follows:

PROPERTY		VEHICLES		MACHINERY & EQUIPMENT	
Overdue days	Percentage	Overdue days	Percentage	Overdue days	Percentage
31 to 90	1%	1 to 30	1%	1 to 30	1%
91 to 210	5%	31 to 60	5%	31 to 60	5%
over 210	20%	61 to 120	25%	61 to 90	30%
		121 to 180	40%	91 to 120	40%
		181 to 210	50%	121 to 150	50%
		over 210	70%	151 to 180	60%
				181 to 210	70%
				over 210	85%

**ii) Automotive finance portfolio provision:**

**Current provision:**

The Board approved a new model for calculating automotive financing provisions at the beginning of 2014. The policy of providing a percentage of the overdue loan portfolio according to the overdue days was revoked. The new policy uses a predictive model by customer.

A two year study was carried out, with the support of external advisers, to identify the best model for calculating these provisions. Samples were back tested and analyzed by layers to value the automotive portfolio risk.

Company policy is to create sufficient provisions to cover the risk of non-payment associated with each loan. Therefore, the new model needs to correctly forecast the potential losses associated with each loan.

The new model calculates the predicted provision required based on the Company's historical loan patterns. It uses a statistical model that calculates the default probability on the loans accepted by Tanner and calculates the monthly portfolio provision. Default is defined as those loans with one at least one installment overdue for over 120 days at some point during the history of that loan. This definition is aligned with other companies and the requirements of the Basel II Framework.

The new model was implemented in April 2014 and resulted in a rebate of ThCh\$1,288,896 in the accumulated provision on the automotive finance portfolio.

### iii) Factoring portfolio provision:

**1) Invoices:** This provision applies to the default portfolio. This is defined as 30 days overdue. A percentage of the balance due is applied, depending on the days overdue. It covers not only the overdue invoice of that particular debtor, but to all the invoices due from that debtor. They are classified by age as follows:

Overdue days	Percentage
30 to 45	10%
45 to 60	30%
61 to 90	60%
over 90	85%

**2) Checks:** A provision of 30% is created on bounced checks, and a provision of 80% is created on bounced checks sent for judicial collection. Bounced checks are sent for judicial collection 90 days after it is rejected.

Note: Indications that the account receivable is impaired are evidence that the trade debtor is in significant financial difficulties, the likelihood that the debtor will become bankrupt or will initiate a financial reorganization, and excessive arrears in payments. As a result, the Company may create additional provisions, if necessary.

Write off policy for each business product

- a) Write offs for factoring: The financial and taxable write-off policy applies after a maximum period of 540 days overdue.
- b) Write offs for automotive finance: The write-off policy for automotive finance applies after 450 days overdue.
- c) Write offs for leasing: The write-off policy for leasing applies after 540 days overdue.

### Portfolio Composition

As of December 31, 2014 and 2013 the portfolio composition by product was as follows:

#### a) Factoring Portfolio

As of December 31, 2014 Unsecured Factoring Portfolio				
Overdue ranges	Numbers of customers in non-renegotiated portfolio	Gross value of non-renegotiated portfolio ThCh\$	Numbers of customers in renegotiated portfolio	Gross value of renegotiated portfolio ThCh\$
Not overdue	2,228	243,646,820	36	2,577,428
1-30 days	803	12,419,304	24	123,470
31-60 days	220	2,456,843	20	110,725
61-90 days	143	632,767	19	89,825
91-120 days	120	370,766	19	44,458
121-150 days	90	365,919	21	171,462
151-180 days	92	214,257	15	21,834
181-210 days	83	351,797	15	23,857
211-250 days	76	375,471	14	53,431
>250 days	324	13,171,831	36	396,173
<b>Total</b>	<b>4,179</b>	<b>274,005,775</b>	<b>219</b>	<b>3,612,663</b>

As of December 31, 2014 Unsecured Factoring Portfolio		As of December 31, 2014 Secured Factoring Portfolio	
	Numbers of customers	Portfolio Amount ThCh\$	Portfolio Amount ThCh\$
Collectable documents rejected	2,450	5,921,551	-
Collectable documents in judicial collection	343	6,172,925	-

12.31.2014 Vacation		12.31.2014	
Non-renegotiated portfolio	Renegotiated portfolio	Write offs for the period	Recoveries for the period
13,383,212	709,754	5,992,262	1,082,606



As of December 31, 2013 Unsecured Factoring Portfolio				
Overdue ranges	Numbers of customers in non-renegotiated portfolio	Gross value of non-renegotiated portfolio ThCh\$	Numbers of customers in renegotiated portfolio	Gross value of renegotiated portfolio ThCh\$
Not overdue	2,748	235,947,165	41	2,660,808
1-30 days	1,141	12,887,983	35	117,412
31-60 days	383	2,088,041	17	39,590
61-90 days	210	853,889	20	47,690
91-120 days	172	717,144	22	42,866
121-150 days	108	347,059	17	28,928
151-180 days	86	2,082,321	20	38,861
181-210 days	76	2,307,745	13	25,019
211-250 days	68	4,197,577	10	27,039
>250 days	244	4,702,164	14	56,951
<b>Total</b>	<b>5,236</b>	<b>265,652,088</b>	<b>209</b>	<b>3,085,164</b>

	As of December 31, 2013 Unsecured Factoring Portfolio		As of December 31, 2013 Secured Factoring Portfolio	
	Numbers of customers	Portfolio Amount ThCh\$	Numbers of customers	Portfolio Amount ThCh\$
Collectable documents rejected	2,126	5,342,365	-	-
Collectable documents in judicial collection	111	1,844,252	-	-

12.31.2014 Vacation		12.31.2014	
Non-renegotiated portfolio ThCh\$	Renegotiated portfolio ThCh\$	Write offs for the period ThCh\$	Recoveries for the period ThCh\$
9,743,815	1,174,341	4,194,476	794,992

#### b) Loan Portfolio

As of December 31, 2014 Unsecured Loan Portfolio				
Overdue ranges	Number of customers in non-renegotiated portfolio	Gross value of non-renegotiated portfolio ThCh\$	Number of customers in renegotiated portfolio	Gross value of renegotiated portfolio ThCh\$
Not overdue	68	94,679,234	-	-
1-30 days	2	106,334	-	-
31-60 days	-	-	-	-
61-90 days	-	-	-	-
91-120 days	-	-	-	-
121-150 days	-	-	-	-
151-180 days	-	-	-	-
181-210 days	-	-	-	-
211-250 days	-	-	-	-
>250 days	-	-	-	-
<b>Total</b>	<b>70</b>	<b>94,785,568</b>	<b>-</b>	<b>-</b>

	As of December 31, 2014 Unsecured Loan Portfolio		As of December 31, 2014 Secured Loan Portfolio	
	Number of Customers	Portfolio Amount ThCh\$	Number of Customers	Portfolio Amount ThCh\$
Collectable documents rejected	-	-	-	-
Collectable documents in judicial	-	-	-	-

12.31.2014 Vacation		12.31.2014	
Non-renegotiated portfolio	Renegotiated portfolio	Write offs for the period	Recoveries for the period
-	-	-	-

### c) Automotive Portfolio

As of December 31, 2014 Unsecured Automotive Portfolio				
Overdue ranges	Number of customers in non-renegotiated portfolio	Gross value of non-renegotiated portfolio ThCh\$	Number of customers in renegotiated portfolio	Gross value of renegotiated portfolio ThCh\$
Not overdue	33,402	156,276,132	579	2,065,580
1-30 days	7,133	29,897,454	406	1,515,847
31-60 days	3,558	13,776,281	331	974,604
61-90 days	1,578	4,973,969	152	602,480
91-120 days	734	2,175,012	74	235,390
121-150 days	587	1,843,995	66	272,600
151-180 days	417	1,414,366	57	313,679
181-210 days	335	1,210,204	57	270,411
211-250 days	331	1,167,019	68	279,176
>250 days	1,339	5,062,289	263	896,879
<b>Total</b>	<b>49,414</b>	<b>217,796,721</b>	<b>2,053</b>	<b>7,426,646</b>

As of December 31, 2014 Unsecured Automotive Portfolio		As of December 31, 2014 Secured Automotive Portfolio	
	Number of Customers	Portfolio Amount ThCh\$	Number of Customers
Collectable documents rejected	527	345,519	-
Collectable documents in judicial collection	4,751	16,742,834	-

12.31.2014 Vacation		12.31.2014	
Non-renegotiated portfolio	Renegotiated portfolio	Write offs for the period	Recoveries for the period
7,633,675	1,051,613	7,948,981	571,549

As of December 31, 2013 Unsecured Automotive Portfolio				
Overdue ranges	Number of customers in non-renegotiated portfolio	Gross value of non-renegotiated portfolio ThCh\$	Number of customers in renegotiated portfolio	Gross value of renegotiated portfolio ThCh\$
Not overdue	31,945	150,345,351	591	1,930,293
1-30 days	6,839	30,534,124	471	1,349,758
31-60 days	3,257	13,012,430	377	1,191,337
61-90 days	1,191	3,588,425	145	385,230
91-120 days	495	1,334,758	79	331,044
121-150 days	303	784,206	56	144,976
151-180 days	232	618,421	49	129,900
181-210 days	201	577,650	50	158,276
211-250 days	189	591,400	46	164,658
>250 days	972	3,552,298	254	821,396
<b>Total</b>	<b>45,624</b>	<b>204,939,063</b>	<b>2,118</b>	<b>6,606,868</b>

As of December 31, 2013 Unsecured Automotive Portfolio		As of December 31, 2013 Secured Automotive Portfolio	
	Number of Customers	Portfolio Amount ThCh\$	Number of Customers
Collectable documents rejected	360	184,881	-
Collectable documents in judicial collection	2,590	9,490,980	-

12.31.2014 Vacation		12.31.2014	
Non-renegotiated portfolio ThCh\$	Renegotiated portfolio ThCh\$	Write offs for the period ThCh\$	Recoveries for the period ThCh\$
6,868,769	2,080,947	5,682,385	331,132

#### d) Leasing Portfolio

As of December 31, 2014 Unsecured Leasing Portfolio				
Overdue ranges	Number of customers in non-renegotiated portfolio	Gross value of non-renegotiated portfolio ThCh\$	Number of customers in renegotiated portfolio	Gross value of renegotiated portfolio ThCh\$
Not overdue	903	63,470,304	29	1,310,451
1-30 days	356	9,450,338	16	1,230,323
31-60 days	204	5,527,148	5	267,189
61-90 days	61	1,235,112	1	158,787
91-120 days	45	835,963	2	245,071
121-150 days	38	548,696	1	49,163
151-180 days	26	539,390	1	33,624
181-210 days	26	452,023	1	20,330
211-250 days	24	468,454	1	426
>250 days	201	4,602,828	7	521,426
<b>Total</b>	<b>1,884</b>	<b>87,130,256</b>	<b>64</b>	<b>3,836,790</b>

As of December 31, 2014 Unsecured Leasing Portfolio		As of December 31, 2014 Secured Leasing Portfolio	
	Number of Customers	Portfolio Amount ThCh\$	Portfolio Amount ThCh\$
Collectable documents rejected	140	361,644	-
Collectable documents in judicial collection	144	2,971,160	-

12.31.2014 Vacation		12.31.2014	
Non-renegotiated portfolio	Renegotiated portfolio	Write offs for the period	Recoveries for the period
4,780,662	451,247	2,224,840	124,363

As of December 31, 2013 Unsecured Leasing Portfolio				
Overdue ranges	Number of customers in non-renegotiated portfolio	Gross value of non-renegotiated portfolio ThCh\$	Number of customers in renegotiated portfolio	Gross value of renegotiated portfolio ThCh\$
Not overdue	1,132	51,757,436	28	2,104,347
1-30 days	448	13,160,021	17	872,703
31-60 days	219	5,644,021	2	29,507
61-90 days	71	970,089	5	58,405
91-120 days	57	730,819	1	3,649
121-150 days	39	441,479	1	96,998
151-180 days	28	390,201	1	39,625
181-210 days	20	296,938	-	-
211-250 days	15	243,629	-	-
>250 days	103	2,234,646	6	271,202
<b>Total</b>	<b>2,132</b>	<b>75,869,476</b>	<b>61</b>	<b>3,476,436</b>

As of December 31, 2013 Unsecured Automotive Portfolio		As of December 31, 2013 Secured Automotive Portfolio	
	Number of Customers	Portfolio Amount ThCh\$	Portfolio Amount ThCh\$
Collectable documents rejected	67	302,243	-
Collectable documents in judicial collection	44	1,301,364	-

12.31.2014 Vacation		12.31.2014	
Non-renegotiated portfolio ThCh\$	Renegotiated portfolio ThCh\$	Write offs for the period ThCh\$	Recoveries for the period ThCh\$
3,117,849	289,589	1,308,567	34,574

# e) Total Portfolio by Product

As of December 31, 2014 Total Unsecured Portfolio				
Overdue ranges	Number of customers in non-renegotiated portfolio	Gross value of non-renegotiated portfolio ThCh\$	Number of customers in renegotiated portfolio	Gross value of renegotiated portfolio ThCh\$
Not overdue	36,601	558,072,490	644	5,953,459
1-30 days	8,294	51,873,430	446	2,869,640
31-60 days	3,982	21,760,272	356	1,352,518
61-90 days	1,782	6,841,848	172	851,092
91-120 days	899	3,381,741	95	524,919
121-150 days	715	2,758,610	88	493,225
151-180 days	535	2,168,013	73	369,137
181-210 days	444	2,014,024	73	314,598
211-250 days	431	2,010,944	83	333,033
>250 days	1,864	22,836,948	306	1,814,478
<b>Total</b>	<b>55,547</b>	<b>673,718,320</b>	<b>2,336</b>	<b>14,876,099</b>

As of December 31, 2014 Total Unsecured Portfolio		As of December 31, 2014 Total Secured Portfolio	
Number of Customers	Portfolio Amount ThCh\$	Number of Customers	Portfolio Amount ThCh\$
Collectable documents rejected	3,117	-	-
Collectable documents in judicial collection	5,238	-	-

12.31.2014 Vacation	12.31.2014	12.31.2014	12.31.2014
Non-renegotiated portfolio	Renegotiated portfolio	Write offs for the period	Recoveries for the period
25,797,549	2,212,614	16,166,083	1,778,518

As of December 31, 2013 Total Unsecured Portfolio				
Overdue ranges	Number of customers in non-renegotiated portfolio	Gross value of non-renegotiated portfolio ThCh\$	Number of customers in renegotiated portfolio	Gross value of renegotiated portfolio ThCh\$
Not overdue	35,825	437,570,952	660	6,695,448
1-30 days	8,428	56,582,128	523	2,339,873
31-60 days	3,859	20,744,689	396	1,260,434
61-90 days	1,472	5,412,403	170	491,325
91-120 days	724	2,782,721	102	377,559
121-150 days	450	1,572,744	74	270,902
151-180 days	346	3,090,943	70	208,386
181-210 days	297	3,182,333	63	183,295
211-250 days	272	5,032,606	56	191,697
>250 days	1,319	10,489,108	274	1,149,549
<b>Total</b>	<b>52,992</b>	<b>546,460,627</b>	<b>2,388</b>	<b>13,168,468</b>

As of December 31, 2013 Total Unsecured Portfolio		As of December 31, 2013 Total Secured Portfolio	
Number of Customers	Portfolio Amount ThCh\$	Number of Customers	Portfolio Amount ThCh\$
Collectable documents rejected	2,553	-	-
Collectable documents in judicial collection	2,745	-	-

12.31.2014 Vacation	12.31.2014	12.31.2014	12.31.2014
Non-renegotiated portfolio ThCh\$	Renegotiated portfolio ThCh\$	Write offs for the period ThCh\$	Recoveries for the period ThCh\$
19,730,433	3,544,877	11,185,428	1,160,698

### Credit risk

Credit risk is the probability of financial loss to the Company when a customer or counterparty in a financial instrument does not comply with its contractual obligations. It arises mainly from trade receivables, other current accounts receivable, and non-current rights receivable.

This risk is managed by the business, and depends on expectations within the current macroeconomic environment. It is forecast by markets and segments, and the appropriate credit treatment is assigned to each one using acceptable risk limits.

The main risk for the factoring portfolio is the acquisition of non-existent accounts receivable or where the debtor is insolvent and the customer is also unable to pay. The Company has established a control system to prevent this type of risk based on customer assessments when the credit is originally granted and subsequently renewed; an analysis of their payment behavior and of their debtors; an evaluation of each transaction by the Committee in accordance with certain preset parameters; and a review of concentrations by economic sector, economic group and debtors. As an invoice is a legally collectable document, the risk associated with these documents has decreased.

In contrast, the main risk for leasing transactions is non-payment by the lessee. The Committee conducts a thorough evaluation depending on its legal status, in accordance with Company rules and policies.

The customers for automotive finance are mostly people, so the main risk is that they lose their job. Therefore, in periods of higher unemployment stricter safeguards are applied when assessing customers and the percentage available for financing is reduced.

### Guarantees and other credit improvements

Management is concerned with securing acceptable collateral in accordance with external standards, and with internal policy and guidelines.

The majority of factoring loans are with responsibility. There is a contract that supports the document for each type of customer, and if the customer does not comply with his obligations, it can be legally invoked.

Leasing transactions are covered by insurance. If the customer does not comply with his obligations, his contract is terminated and not renewed.

Automotive financing is guaranteed by the property associated with the contract, and are covered by two types of collateral, pledges and guarantees.

### Credit quality by asset category

The Company calculates the credit quality of financial assets using internal classifications. The classification process is linked to the approval and follow-up processes, and is conducted in accordance with the risk categories established by the regulations. It is constantly re-evaluated by referring to the status of customers and their environment, considering their commercial behavior and payment performance, as well as financial information.

The Company also reviews companies in specific economic sectors, which are either affected by macroeconomic variables or variables inherent to that sector. Therefore, the Company can establish the necessary provisions to cover losses in the event that loans granted become un-recoverable.

## 11. Assets and Liabilities in Foreign Currency

As of December 31, 2014 and 2013 the financial position statement by currency was as follows:

Consolidated Classified Financial Position Statement Change as of	December 31, 2014			
	Pesos ThCh\$	US Dollar ThCh\$	UF ThCh\$	Total ThCh\$
<b>Financial Position Statement</b>				
<b>Assets</b>				
<b>Current assets</b>				
Cash and Cash Equivalents	11,657,029	11,198,844	-	22,855,873
Other financial assets, current	5,941,503	19,426,662	-	25,368,165
Other non-financial assets, current	836,903	-	-	836,903
Trade debtors and other accounts receivable	297,833,557	104,423,303	58,899,781	461,156,641
Accounts receivable from related companies, current	712,740	-	-	712,740
Current tax assets	12,221,840	-	-	12,221,840
<b>Total current assets</b>	<b>329,203,572</b>	<b>135,048,809</b>	<b>58,899,781</b>	<b>523,152,162</b>
<b>Non-current Assets</b>				
Other financial assets, non-current	-	23,763,314	-	23,763,314
Other non-financial assets, non-current	2,227,501	3,068,778	1,699	5,297,978
Collection Rights, non-current	113,117,200	37,533,990	79,162,794	229,813,984
Accounts receivable, from related companies, non-current	420,316	-	-	420,316
Investments accounted for using the equity method	141,722	-	-	141,722
Intangible assets other than goodwill	321,111	-	-	321,111
Goodwill	1,789,899	-	-	1,789,899
Property, plant and equipment	7,908,355	-	-	7,908,355
Deferred tax assets	30,275,241	-	-	30,275,241
<b>Total Non-Current Assets</b>	<b>156,201,345</b>	<b>64,366,082</b>	<b>79,164,493</b>	<b>299,731,920</b>
<b>Total assets</b>	<b>485,404,917</b>	<b>199,414,891</b>	<b>138,064,274</b>	<b>822,884,082</b>
<b>Liabilities</b>				
<b>Current liabilities</b>				
Other financial liabilities, current	205,719,247	32,426,885	4,290,991	242,437,123
Trade and other accounts payable	40,468,204	5,188,146	-	45,656,350
Other short term provisions	2,341,985	-	-	2,341,985
Tax liabilities, current	8,634,337	-	-	8,634,337
Other non-financial liabilities, current	11,765	-	-	11,765
<b>Total current liabilities</b>	<b>257,175,538</b>	<b>37,615,031</b>	<b>4,290,991</b>	<b>299,081,560</b>
<b>Non current liabilities</b>				
Other financial liabilities, non-current	22,529,779	155,600,625	109,289,664	287,420,068
Non-current liabilities	128,161	3,068,778	-	3,196,939
Deferred tax liabilities	10,025,103	-	-	10,025,103
<b>Total Non-Current Liabilities</b>	<b>32,683,043</b>	<b>158,669,403</b>	<b>109,289,664</b>	<b>300,642,110</b>
<b>Total Liabilities</b>	<b>289,858,581</b>	<b>196,284,434</b>	<b>113,580,655</b>	<b>599,723,670</b>
<b>Differential by currency</b>	<b>195,546,336</b>	<b>3,130,457</b>	<b>24,483,619</b>	

**Consolidated Classified Financial Position Statement**  
Change as of

**December 31, 2013**

	<b>Pesos ThCh\$</b>	<b>US Dollar ThCh\$</b>	<b>UF ThCh\$</b>	<b>Total ThCh\$</b>
<b>Financial Position Statement</b>				
<b>Assets</b>				
<b>Current assets</b>				
Cash and Cash Equivalents	25,081,329	6,839,911	-	31,921,240
Other financial assets, current	25,257,975	27,232,891	-	52,490,866
Other non-financial assets, current	893,992	-	-	893,992
Trade debtors and other accounts receivable	289,271,393	76,214,484	42,285,481	407,771,358
Accounts receivable from related companies, current	1,321,446	-	-	1,321,446
Current tax assets	11,100,380	-	-	11,100,380
<b>Total current assets</b>	<b>352,926,515</b>	<b>110,287,286</b>	<b>42,285,481</b>	<b>505,499,282</b>
<b>Non-current Assets</b>				
Other non-current financial assets	-	18,471,489	-	18,471,489
Other non-financial assets, non-current	2,185,023	-	1,609	2,186,632
Collection Rights, non-current	90,319,522	26,524,256	46,002,366	162,846,144
Accounts receivable from related companies, non-current	2,344,567	-	-	2,344,567
Investments accounted for using the equity method	135,987	-	-	135,987
Intangible assets other than goodwill	131,431	-	-	131,431
Goodwill	1,270,538	-	-	1,270,538
Property, plant and equipment	8,433,057	-	-	8,433,057
Deferred tax assets	18,627,831	-	-	18,627,831
<b>Total Non-Current Assets</b>	<b>123,447,956</b>	<b>44,995,745</b>	<b>46,003,975</b>	<b>214,447,676</b>
<b>Total assets</b>	<b>476,374,471</b>	<b>155,283,031</b>	<b>88,289,456</b>	<b>719,946,958</b>
<b>Liabilities</b>				
<b>Current liabilities</b>				
Other financial liabilities, current	173,533,968	19,040,857	757,153	193,331,978
Trade and other accounts payable	52,787,237	10,025,552	-	62,812,789
Other short term provisions	2,973,169	-	-	2,973,169
Tax liabilities, current	10,007,296	-	-	10,007,296
Other non-financial liabilities, current	5,687	-	-	5,687
<b>Total current liabilities</b>	<b>239,307,357</b>	<b>29,066,409</b>	<b>757,153</b>	<b>269,130,919</b>
<b>Non current liabilities</b>				
Other financial liabilities, non-current	27,422,521	137,556,639	71,984,692	236,963,852
Non-current liabilities	-	-	273,364	273,364
Deferred tax liabilities	6,709,950	-	-	6,709,950
<b>Total Non-Current Liabilities</b>	<b>34,132,471</b>	<b>137,556,639</b>	<b>72,258,056</b>	<b>243,947,166</b>
<b>Total Liabilities</b>	<b>273,439,828</b>	<b>166,623,048</b>	<b>73,015,209</b>	<b>513,078,085</b>
<b>Differential by currency</b>	<b>202,934,643</b>	<b>(11,340,017)</b>	<b>15,274,247</b>	

## 12. Accounts Receivable and Payable with Related Entities

Short-term and long-term accounts receivable from related companies was as follows:

- In 2011 the Company gave a new loan to companies belonging to executives and shareholders of the Company. It will be repaid in annual installments from March 2012 until March 2017, without any inflation adjustments and with an average nominal interest rate of 8.18% per annum.
- In October 2012 the Company gave new loans to companies belonging to executives and shareholders of the Company and to some individual executives. They will be repaid in annual installments from March 2013 until March 2018, without any inflation adjustments and with an average nominal interest rate of 8.40% per annum.
- In March 2014 the Company renewed bullet loans granted in 2010 to companies belonging to executives and shareholders of the Company, without any inflation adjustments and with an average nominal interest rate of 7.63% per annum.

The interest rates on these loans are the same as those generally available to staff at that time.

- The amounts shown in the transactions table are Directors remuneration and Credit Committee remuneration. They are paid monthly without interest and adjusted for inflation as they are denominated in UF.
- The amounts shown in the balances table relate to short-term business transactions that do not earn interest.
- At the close of each period, there were no provisions for doubtful debts on these outstanding balances.
- All the outstanding balances at the close of each period were not overdue.

As of December 31, 2014 and 2013 there are no accounts payable to related entities.

Significant balances and transactions with related parties were as follows:

**(a) Accounts receivable from related companies:**

Chilean Tax ID	Company Name	Country	Nature of relationship	Currency	Currency		Non-current	
					12.31.2014 ThCh\$	12.31.2013 ThCh\$	12.31.2014 ThCh\$	12.31.2013 ThCh\$
76475300-3	Asesorías e Inversiones Cau Cau Ltda.	Chile	Holding Co Shareholder	Chilean peso	-	167,775	-	166,925
76477320-9	Asesorías e Inversiones Gómez Perfetti Ltda.	Chile	Holding Co Shareholder	Chilean peso	101,557	59,109	82,398	112,326
76477310-1	Xaga Asesorías e Inversiones Ltda.	Chile	Holding Co Shareholder	Chilean peso	-	55,814	-	84,097
76477270-9	Inversiones y Asesorías Rochri Ltda.	Chile	Holding Co Shareholder	Chilean peso	101,557	59,109	82,398	112,326
76066686-6	Inversiones Anita e Hijos Ltda.	Chile	Holding Co Shareholder	Chilean peso	36,692	48,512	26,368	36,296
76053093-K	Ruiz Tagle y Cáceres Ltda.	Chile	Holding Co Shareholder	Chilean peso	40,549	36,170	32,900	44,847
96501470-5	E. Bertelsen Asesorías S.A.	Chile	Holding Co Shareholder	Chilean peso	18,218	17,671	-	-
76010029-3	Inversora Quillota Dos S.A.	Chile	Holding Co Shareholder	Chilean peso	310,422	301,105	-	-
76226908-2	Inversiones LAM Spa	Chile	Holding Co Shareholder	Chilean peso	-	480,123	-	143,316
76333582-8	Aserías e Inversiones Strana Ltda.	Chile	Holding Co Shareholder	Chilean peso	6,061	9,755	19,699	32,326
76226209-6	Inversiones y Asesorías Hufuza Ltda.	Chile	Holding Co Shareholder	Chilean peso	9,314	1,377	20,403	26,627
76276892-5	Inversiones Alevi Ltda.	Chile	Holding Co Shareholder	Chilean peso	9,314	4,974	20,403	26,627
1151622-1	Alejandro Alfaro V.	Chile	Holding Co Shareholder	Chilean peso	5,935	4,543	10,068	13,179
12182702-6	Oscar Espinoza M.	Chile	Holding Co Shareholder	Chilean peso	7,369	5,165	14,334	18,778
14412979-2	Daniela Zamorano A.	Chile	Holding Co Shareholder	Chilean peso	10,551	6,273	17,898	23,428
6624594-2	María de la Luz Risso	Chile	Holding Co Shareholder	Chilean peso	3,926	1,005	6,660	8,717
6689116-K	Teodoro Valderrama R.	Chile	Holding Co Shareholder	Chilean peso	10,551	8,075	17,898	23,428
6825767-0	Marily Cerda F.	Chile	Holding Co Shareholder	Chilean peso	7,964	6,091	13,317	17,449
76210607-8	Inversiones Durand y Quiroga Ltda.	Chile	Holding Co Shareholder	Chilean peso	-	20,188	-	58,568
76353360-3	Asesorías e Inversiones O y B Ltda.	Chile	Holding Co Shareholder	Chilean peso	28,803	22,046	48,860	63,956
8996682-5	Sergio Acevedo S.	Chile	Holding Co Shareholder	Chilean peso	3,957	1,026	6,712	8,786
9496662-0	José Rodríguez L.	Chile	Holding Co Shareholder	Chilean peso	-	2,239	-	11,714
76032402-7	Los Cactus S.A.	Chile	Holding Co Shareholder	Chilean peso	-	3,301	-	22,851
<b>Total</b>					<b>712,740</b>	<b>1,321,446</b>	<b>420,316</b>	<b>2,344,567</b>

**(b) Transactions with related companies and individuals:**

Company Name	Chilean Tax ID	Country	Nature of relationship	Currency	Transaction Description	12.31.2014		12.31.2013	
						Amount ThCh\$	Impact (Expense) Income ThCh\$	Amount ThCh\$	Impact (Expense) Income ThCh\$
Eduardo Massu Massu	4465911-5	Chile	Director	UF	Consultancy	11,950	(11,950)	21,459	(21,459)
E. Bertelsen Asesorías S.A.	96501470-5	Chile	Holding Co Shareholder	UF	Directors remuneration	23,938	(23,938)	20,764	(20,764)
				Chilean peso	Accrued interest	834	834	208	208
				Chilean peso	Loan repayments	287	-	10,509	-
Ernesto Bertelsen Repetto	5108564-7	Chile	Director	UF	Directors remuneration	-	-	13,817	(13,817)
Asesoría E Inversiones Armanet	77077990-1	Chile	Common director	UF	Consultancy	15,525	(15,525)	26,451	(26,451)
Francisco Armanet Rodríguez	9358741-3	Chile	Director	UF	Directors remuneration	23,952	(23,952)	20,775	(20,775)
Inversiones y Rentas Springhill S.A.	96662230-K	Chile	Common director	UF	Consultancy	-	-	22,961	(22,961)
Fernando Taffa Sturiza	4778406-9	Chile	Director	UF	Directors remuneration	26,292	(26,292)	20,987	(20,987)
Guillermo Larraín Ríos	9057005-6	Chile	Director	UF	Directors remuneration	4,705	(4,705)	23,019	(23,019)
Asesorías e Inversiones Larraín	76578810-2	Chile	Common director	UF	Consultancy	7,576	(7,576)	25,245	(25,245)
Ricardo Massu Massu	6420113-1	Chile	Director	UF	Directors remuneration	26,399	(26,399)	20,762	(20,762)
Jorge Sabag Sabag	6735614-4	Chile	Director	UF	Directors remuneration	23,898	(23,898)	-	-
					Consultancy	2,433	(2,433)	-	-
Sociedad de Inversiones Rio Side Ltda.	89576300-4	Chile	Director in Common	UF	Consultancy	23,945	(23,945)	-	-
Asesorías e Inversiones Cau Cau Ltda.	76475300-3	Chile	Holding Co Shareholder	Chilean peso	Loan repayments	305,494	-	57,196	-
				Chilean peso	Accrued interest	-	-	29,207	29,207
Asesorías e Inversiones Gómez Perfetti Ltda.	76477320-9	Chile	Holding Co Shareholder	Chilean peso	Loan repayments	312	-	50,190	-
Xaga Asesorías e Inversiones Ltda.	76477310-1	Chile	Holding Co Shareholder	Chilean peso	Accrued interest	9,283	9,283	14,796	14,796
				Chilean peso	Loan repayments	128,410	-	63,793	-
Inversiones y Asesorías Rochri Ltda.	76477270-9	Chile	Holding Co Shareholder	Chilean peso	Accrued interest	4,368	4,368	11,501	11,501
				Chilean peso	Loan repayments	312	-	73,516	-
Inversiones Anita e Hijos Ltda.	7330916-6	Chile	Holding Co Shareholder	Chilean peso	Accrued interest	12,832	12,832	14,796	14,796
				Chilean peso	Loan repayments	23,155	-	24,859	-
Ruiz Tagle y Cáceres Ltda.	76053093-K	Chile	Holding Co Shareholder	Chilean peso	Accrued interest	1,407	1,407	7,809	7,809
				Chilean peso	Loan repayments	11,459	-	38,693	-
Inversora Quillota Dos S.A.	76010029-3	Chile	Holding Co Shareholder	Chilean peso	Accrued interest	3,891	3,891	7,139	7,139
				Chilean peso	Loan repayments	4,893	-	179,024	-
Inversiones Durand y Quiroga Ltda.	76210607-8	Chile	Holding Co Shareholder	Chilean peso	Accrued interest	14,210	14,210	3,552	3,552
				Chilean peso	Loan repayments	70,788	-	2,580	-
Asesorías e Inversiones O y B Ltda.	76353360-3	Chile	Holding Co Shareholder	Chilean peso	Accrued interest	-	-	7,968	7,968
				Chilean peso	Loan repayments	13,344	-	2,818	-
Alejandro Alfaro V.	1151622-1	Chile	Holding Co Shareholder	Chilean peso	Accrued interest	5,006	5,006	8,702	8,702
				Chilean peso	Loan repayments	2,750	-	581	-
Inversiones Alevi Ltda.	76276892-5	Chile	Holding Co Shareholder	Chilean peso	Accrued interest	1,031	1,031	1,793	1,793
				Chilean peso	Loan repayments	4,226	-	1,032	1,032
Daniela Zamorano A.	14412979-2	Chile	Holding Co Shareholder	Chilean peso	Accrued interest	2,342	2,342	748	748
				Chilean peso	Loan repayments	3,086	-	2,834	-
Inversiones y Asesorías Hufuza Ltda.	76226209-6	Chile	Holding Co Shareholder	Chilean peso	Accrued interest	1,834	1,834	3,187	3,187
				Chilean peso	Loan repayments	628	-	2,092	-
José Rodríguez L.	9496662-0	Chile	Holding Co Shareholder	Chilean peso	Accrued interest	2,342	2,342	748	748
				Chilean peso	Loan repayments	12,358	-	2,315	-
María de la Luz Risso	6624594-2	Chile	Holding Co Shareholder	Chilean peso	Accrued interest	-	-	1,594	1,594
				Chilean peso	Loan repayments	-	-	2,384	-
Marily Cerda F.	6825767-0	Chile	Holding Co Shareholder	Chilean peso	Accrued interest	682	682	1,186	1,186
				Chilean peso	Loan repayments	3,659	-	774	-
Oscar Espinoza M.	12182702-6	Chile	Holding Co Shareholder	Chilean peso	Accrued interest	1,399	1,399	2,432	2,432
				Chilean peso	Loan repayments	3,933	-	1,032	-
Sergio Acevedo S.	8996682-5	Chile	Holding Co Shareholder	Chilean peso	Accrued interest	1,693	1,693	1,232	1,232
				Chilean peso	Loan repayments	-	-	2,220	-
Teodoro Valderrama R.	6689116-K	Chile	Holding Co Shareholder	Chilean peso	Accrued interest	857	857	1,026	1,026
				Chilean peso	Loan repayments	4,888	-	1,032	-
FSA Fondo de Inversión Privado	76127468-6	Chile	Holding Co Shareholder	Chilean peso	Accrued interest	1,834	1,834	3,187	3,187
				Chilean peso	Loan repayments	-	-	206,013	-
				Chilean peso	Accrued interest	-	-	-	-
				Chilean peso	Transfer debt	-	-	704,983	-
Inversiones LAM Spa	76226908-2	Chile	Holding Co Shareholder	Chilean peso	Loan repayments	1,726,065	-	62,533	-
				Chilean peso	Accrued interest	-	-	185,374	185,374
Majo SpA	76153725-3	Chile	Holding Co Shareholder	Chilean peso	Loan repayments	39,031	-	39,031	-
				Chilean peso	Accrued interest	-	-	3,049	3,049
				Chilean peso	Loans	-	-	31,085	-
Los Cactus S.A.	76032402-7	Chile	Holding Co Shareholder	Chilean peso	Loan repayments	26,056	-	5,028	-
				Chilean peso	Accrued interest	-	-	94	94
Asesorías e Inversiones Strana Ltda	76333582-8	Chile	Holding Co Shareholder	Chilean peso	Accrued interest	1,990	1,990	-	-
				Chilean peso	Loans	23,770	-	-	-

**Note:** The controllers of related companies are people who are own them, therefore there is no intermediate controller.



### (C) The Company's Board and Management

As of December 31, 2014 the Board contained the following members:

1. Jorge Sabag Sabag
2. Ricardo Massu Massu
3. Francisco Armanet Rodríguez
4. Leandro Cuccioli
5. Martín Díaz Plata
6. Eduardo Massu Massu
7. Fernando Tafrá Sturiza

The organizational structure includes the General Manager, Commercial Factoring Manager, Standardization and Risk Manager, Operations and Technology Manager, Automotive Business Manager, Planning and Finance Manager, Customer Service Manager, Leasing Business Manager and HR Manager.

### Board Remuneration

At an Extraordinary Shareholders' Meeting held on April 2, 2013, it was agreed that the directors of the parent company will be paid for their functions and that their remuneration shall be agreed annually at the Ordinary Shareholders' Meeting (see Note 31).

### Controlling Entity

The controller of Tanner Servicios Financieros S. A. is Inversiones Bancarias S.A. with 52.5037% of the Company. This company does not present financial statements to the Superintendent of Securities and Insurance as it is not registered in the Superintendent's Securities Register.

### Remuneration of Key Staff

As of December 31, 2014 and 2013, the Company paid its executives as follows:

	12.31.2014 ThCh\$	12.31.2013 ThCh\$
Management Remuneration	4,052,514	4,090,339

### 13. Property, Plant and Equipment:

As of December 31, 2014 and 2013, these were as follows:

(a) Property, Plant and Equipment	Gross Balance		Amortization and Accumulated Impairment		Net Balance	
	12.31.2014 ThCh\$	12.31.2013 ThCh\$	12.31.2014 ThCh\$	12.31.2013 ThCh\$	12.31.2014 ThCh\$	12.31.2013 ThCh\$
Land and Buildings	2,957,790	3,625,302	(198,131)	(283,510)	2,759,659	3,341,792
Technological Equipment	2,056,652	1,718,415	(1,586,969)	(1,343,552)	469,683	374,863
Leased goods	1,328,494	1,387,976	(393,316)	(392,868)	935,178	995,108
Other fixed assets	6,199,044	5,543,845	(2,455,209)	(1,822,547)	3,743,835	3,721,294
<b>Total</b>	<b>12,541,980</b>	<b>12,275,538</b>	<b>(4,633,625)</b>	<b>(3,842,477)</b>	<b>7,908,355</b>	<b>8,433,057</b>

	Useful life or depreciation rate (Years)	
	Minimum	Maximum
Land and Buildings	38	38
Technological Equipment	1	7
Leased goods	1	31
Other fixed assets	1	7

As of December 31, 2014 and 2013, the changes to these assets were as follows:

(b) Gross	Land and buildings ThCh\$	Technological Equipment ThCh\$	Leased goods ThCh\$	Other fixed assets ThCh\$	Total ThCh\$
Balance 01.01.2014	3,625,302	1,718,414	1,387,976	5,543,841	12,275,533
Additions	-	365,558	-	655,541	1,021,099
Withdrawals/Disposals	(667,512)	(27,320)	(59,482)	(338)	(754,652)
<b>Balance 12.31.2014</b>	<b>2,957,790</b>	<b>2,056,652</b>	<b>1,328,494</b>	<b>6,199,044</b>	<b>12,541,980</b>

(c) Depreciation	Land and buildings ThCh\$	Technological Equipment ThCh\$	Leased goods ThCh\$	Other fixed assets ThCh\$	Total ThCh\$
Balance 01.01.2014	(96,664)	(1,343,554)	(392,868)	(1,808,157)	(3,641,243)
Depreciation for the year	(101,467)	(254,707)	(448)	(647,052)	(1,003,674)
Withdrawals/Disposals	-	11,292	-	-	11,292
<b>Balance 12.31.2014</b>	<b>(198,131)</b>	<b>(1,586,969)</b>	<b>(393,316)</b>	<b>(2,455,209)</b>	<b>(4,633,625)</b>
<b>Net Property, Plant and Equipment</b>	<b>2,759,659</b>	<b>469,683</b>	<b>935,178</b>	<b>3,743,835</b>	<b>7,908,355</b>

	Land and buildings ThCh\$	Technological Equipment ThCh\$	Leased Goods ThCh\$	Other fixed assets ThCh\$	Total ThCh\$
Balance 01.01.2013	3,353,716	1,412,940	1,351,872	1,789,086	7,907,614
Incorporation Tanner Leasing Vendor	-	87,189	-	3,095,611	3,182,800
Additions	271,586	278,742	36,104	659,148	1,245,580
Withdrawals/Disposals	-	(60,456)	-	-	(60,456)
<b>Opening balance 12.31.2013</b>	<b>3,625,302</b>	<b>1,718,415</b>	<b>1,387,976</b>	<b>5,543,845</b>	<b>12,275,538</b>

(C) Depreciation	Land and buildings ThCh\$	Technological Equipment ThCh\$	Leased Goods ThCh\$	Other fixed assets ThCh\$	Total ThCh\$
Balance 01.01.2013	(163,109)	(1,122,583)	(344,566)	(1,296,507)	(2,926,765)
Incorporation Tanner Leasing Vendor	-	(72,045)	-	(36,658)	(108,703)
Depreciation for the year	(120,401)	(206,732)	(48,302)	(489,386)	(864,821)
Withdrawals/Disposals	-	57,808	-	-	57,808
<b>Balance 12.31.2013</b>	<b>(283,510)</b>	<b>(1,343,552)</b>	<b>(392,868)</b>	<b>(1,822,551)</b>	<b>(3,842,481)</b>
<b>Net Property, Plant and Equipment</b>	<b>3,341,792</b>	<b>374,863</b>	<b>995,108</b>	<b>3,721,294</b>	<b>8,433,057</b>

#### 14. Income Tax and Deferred Tax

##### (a) Income tax expense

The income tax for the consolidated group was as follows:

Taxes recoverable:		Balances as of	
Detail	12.31.2014 ThCh\$	12.31.2013 ThCh\$	
Training credits	62,619	104,801	
Tax paid in advance	10,974,740	9,507,153	
VAT credits	820,415	1,355,023	
Others	364,066	133,403	
<b>Current tax assets</b>	<b>12,221,840</b>	<b>11,100,380</b>	

Taxes payable:		Balances as of	
Detail	12.31.2014 ThCh\$	12.31.2013 ThCh\$	
Income tax provision	8,634,337	10,007,296	
<b>Current tax liabilities</b>	<b>8,634,337</b>	<b>10,007,296</b>	

##### (b) Deferred taxes

Deferred taxes were established in accordance with the policies described in Note 2. They were as follows:

Concept	12.31.2014		Balances as of		12.31.2013	
	Asset ThCh\$	Liability ThCh\$	Asset ThCh\$	Liability ThCh\$	Asset ThCh\$	Liability ThCh\$
Unrecoverable receivables provision	6,720,589	-	4,855,834	-	-	-
Financial write-offs	11,554,417	-	7,147,914	-	-	-
Vacation provision	194,274	-	175,668	-	-	-
Leased assets	11,487,709	5,335,121	6,154,894	-	2,965,423	-
Deferred assets	273,866	4,621,934	-	-	3,744,527	-
Other events	44,386	68,048	293,521	-	-	-
<b>Total deferred taxes</b>	<b>30,275,241</b>	<b>10,025,103</b>	<b>18,627,831</b>	<b>5,421,521</b>	<b>6,709,950</b>	<b>-</b>

##### (c) Expense) income for current and deferred income tax

Concept	12.31.2014		Balances as of		12.31.2013	
	01.01.2014 12.31.2014 ThCh\$	01.01.2013 12.31.2013 ThCh\$	01.01.2014 12.31.2014 ThCh\$	01.01.2013 12.31.2013 ThCh\$	01.01.2014 12.31.2014 ThCh\$	01.01.2013 12.31.2013 ThCh\$
Current tax expense	(8,634,337)	(9,862,376)	(8,634,337)	(9,862,376)	(8,634,337)	(9,862,376)
Effect of deferred tax on assets or liabilities	6,615,602	4,668,483	6,615,602	4,668,483	6,615,602	4,668,483
Others	(22,710)	138,351	(22,710)	138,351	(22,710)	138,351
<b>Income tax expense</b>	<b>(2,041,445)</b>	<b>(5,055,542)</b>	<b>(2,041,445)</b>	<b>(5,055,542)</b>	<b>(2,041,445)</b>	<b>(5,055,542)</b>

(d) Reconciliation between the income tax that would result from applying existing taxes and the consolidated tax expense.

Concept	01.01.2014 12.31.2014 ThCh\$	Balances as of 01.01.2013 12.31.2013 ThCh\$
Net income for the year before tax	28,130,413	29,606,704
Income tax expense using the statutory rate	(5,907,387)	(5,921,341)
Other increases (reductions) in tax expense	3,865,942	865,799
<b>Income tax expense</b>	<b>(2,041,445)</b>	<b>(5,055,542)</b>

On September 29, 2014 Law 20,780 was published in the Official Journal. This introduces several changes to the tax system ("Tax Reform"), which has the following effects:

The Tax Reform introduced a progressive increase in the corporate income tax rate for 2014, 2015, 2016, 2017 and 2018 and onwards, changing it to 21.0%, 22.5%, 24.0%, 25.5% and 27.0%, respectively, if the partially integrated system is applied. If the taxpayer chooses the attributable income system, the tax rate increases to 21.0%, 22.5%, 24.0% and 25.0% for 2014, 2015, 2016 and 2017, respectively.

The change in deferred tax assets and liabilities due to the change in tax rates introduced by Law 20,780 for the years they will reverse, have been taken to equity, in accordance with Official Bulletin No. 856 issued by the Superintendent of Securities and Insurance on October 17, 2014. This generated an increase in net deferred assets of ThCh\$1,545,401.

## 15. Investments accounted for using the equity method

Investments accounted for using the equity method are:

### Investment in Bolsa de Productos de Chile, Bolsa de Productos Agropecuarios S.A.

The subsidiary Tanner Corredores de Bolsa de Productos S.A. owns 35,000 shares in Bolsa de Productos de Chile, Bolsa de Productos Agropecuarios S.A., which is required by Article 2, third paragraph, of Law 19,220, in order to trade on commodity exchanges, either as a shareholder or under an operating contract.

#### (a) Investments accounted for using the equity method are as follows:

Chilean Tax ID	Company Name	Ownership Interest	Equity 12.31.2014 ThCh\$	Equity 12.31.2013 ThCh\$	Net Income for the period 12.31.2014 ThCh\$	Net Income for the period 12.31.2013 ThCh\$	Net income accrued 12.31.2014 ThCh\$	Net income accrued 12.31.2013 ThCh\$	Investment book value 12.31.2014 ThCh\$	Investment book value 12.31.2013 ThCh\$
99575550-5	Bolsa de Productos de Chile	5.27990%	2,684,181	2,551,433	36,538	(31,770)	1,929	(1,693)	141,722	135,987
<b>Total</b>							<b>1,929</b>	<b>(1,693)</b>	<b>141,722</b>	<b>135,987</b>

In June 2013, the subsidiary Tanner Corredora de Bolsa de Productos S.A., subscribed to 25,000 new shares in the Bolsa de Productos de Chile at ThCh\$98,843.

As of December 31, 2014, the share of Bolsa de Productos de Chile was 5.27990% and as of December 31, 2013 it was 5.32984%.

#### (b) Below is a summary of the financial information of this company valued using the equity method:

Company Name: Bolsa de Productos de Chile  
Participation: 5.27990%

Financial Situation	12.31.2014 ThCh\$	12.31.2013 ThCh\$
Current assets	1,968,163	2,232,568
Non-current Assets	915,232	382,571
Current liabilities	199,214	63,706
Non-current liabilities	-	-
Equity	2,684,181	2,551,433
<b>Net Income</b>	<b>ThCh\$</b>	<b>ThCh\$</b>
Operating Income	38,881	(39,427)
Net income (loss)	36,075	(31,770)

## 16. Goodwill

Acquired assets and liabilities are valued on a provisional basis on the date of taking over control of the company. These valuations are reviewed within a maximum period of one year from the acquisition date. Until the final fair value of acquired assets and liabilities is known, the difference between the purchase price and the book value of the acquired company is registered on a provisional basis as goodwill.

If the final value of goodwill is reported in the financial statements of the year after acquisition, the financial statements for the previous year used for comparison purposes must be restated to incorporate the final value of the acquired assets and liabilities and the final goodwill as at the acquisition date.

The investment by the parent company Tanner Servicios Financieros S.A., in the company Gestora Tanner SpA, resulted in goodwill as of December 31, 2014 of ThCh\$425,246.

The subsidiary company Tanner Corredores de Bolsa de Productos S.A., has goodwill in the one share investment in the Bolsa de Productos de Chile, Bolsa de Productos Agropecuarios S.A.

Chilean Tax ID	Company Name	Goodwill	
		12.31.2014 ThCh\$	12.31.2013 ThCh\$
99575550-5	Bolsa de Productos de Chile,		
	Bolsa de Productos Agropecuarios S.A,	54,428	54,428
93966000-3	Gestora Tanner SpA (*)	489,096	93,432
76313350-8	Tanner Corredores de Bolsa de Productos S.A,	123,697	-
91711000-k	Financo S.A, (**)	1,087,815	1,087,815
80962600-8	Tanner Corredora de Bolsa S.A, (***)	34,863	34,863
<b>Total</b>		<b>1,789,899</b>	<b>1,270,538</b>

(\*) The goodwill in the subsidiary Gestora Tanner SpA, arises from its acquisition by Tanner Servicios Financieros (ex Factorline S.A.) in 2010. This was amended in 2011, after the audited financial statements of Gestora Tanner SpA as of December 31, 2010 were issued.

(\*\*) The goodwill arises from the purchase of shares by Gestora Tanner SpA in its subsidiary Financo S.A., which in turn owns 98.51% of Tanner Corredores de Bolsa S.A.

(\*\*\*) The goodwill arises from the purchase of shares by Gestora Tanner SpA in its subsidiary Tanner Corredores de Bolsa S.A.

## 17. Other non-financial assets, current:

Other non-financial assets are as follows:

Detail	Balances as of	
	12.31.2014 ThCh\$	12.31.2013 ThCh\$
Deferred assets	32,355	26,866
Goods received in payment	728,003	853,194
Others	76,544	13,932
<b>Total</b>	<b>836,902</b>	<b>893,992</b>

## 18. Other financial liabilities, current

In order to manage liquidity risk, Company policy restricts financial liabilities including bank loans and commercial papers that fall due within a week to the following values:

- Commercial papers falling due should not exceed ThCh\$3,500,000 per week.
- Amounts falling due on bank loans should not exceed ThCh\$15,000,000 per week, and should not exceed ThCh\$5,000,000 per day. The average amount received on a daily basis by the Company is ThCh\$3,900,000.

This allows the Company to manage its financial commitments without relying on a renewal, a new loan or a new placement of commercial papers. Therefore, it will be able to comfortably fulfill its obligations using its own collections, in addition to retaining resources to continue to operate normally, as happened during the financial crisis in September 2008.

Other current financial liabilities were as follows:

Other current financial liabilities	Balances as of	
	12.31.2014 ThCh\$	12.31.2013 ThCh\$
Obligations with banks and financial institutions	111,801,174	76,028,970
Obligations with the public for promissory notes	72,858,951	49,589,249
Obligations with the public for bonds	32,190,508	32,827,231
Other financial obligations	25,586,490	34,886,528
<b>Total</b>	<b>242,437,123</b>	<b>193,331,978</b>

Detail	Balances as of	
	12.31.2014 ThCh\$	12.31.2013 ThCh\$
Obligations with banks and financial institutions	112,334,612	76,563,985
Obligations with the public for promissory notes	73,500,000	50,000,000
Obligations with the public for bonds	41,848,177	41,575,154
Other financial obligations	25,586,490	34,886,528
<b>Total</b>	<b>253,269,279</b>	<b>203,025,667</b>

#### (a) Current obligations with banks and financial institutions:

As of December 31, 2014, these were as follows:

Debtor Tax ID	Debtor Name	Debtor Country	Creditor Tax ID	Creditor Name	Creditor Country	Repayment Installments	Nominal rate	Annual effective rate	US Dollar 12.31.2014		UF 12.31.2014		Non-indexed Ch\$ 12.31.2014		Total ThCh
									Upto 90 days ThCh\$	90 days to 1 year ThCh\$	Upto 90 days ThCh\$	90 days to 1 year ThCh\$	Upto 90 days ThCh\$	90 days to 1 year ThCh\$	
96.667560.8	Tanner Servicios Financieros SA	Chile	97032000.8	BBVA	Chile	Single	3880%	3880%	-	-	-	-	13,559,255	-	13,559,255
96.667560.8	Tanner Servicios Financieros SA	Chile	21710109	CI	USA	See Note	1900%	1900%	9,122,385	-	-	-	-	-	9,122,385
80.962600.8	Tanner Corredora de Bolsa SA	Chile	97023000.9	Corpbanca	Chile	Single	6280%	6280%	-	-	-	-	798,479	-	798,479
96.667560.8	Tanner Servicios Financieros SA	Chile	97023000.9	Corpbanca	Chile	Single	3094%	3094%	1,896,830	1,820,250	-	-	-	-	3,717,080
96.667560.8	Tanner Servicios Financieros SA	Chile	97023000.9	Corpbanca	Chile	Single	1722%	1722%	8,522,670	-	-	-	-	-	8,522,670
96.667560.8	Tanner Servicios Financieros SA	Chile	97023000.9	Corpbanca	Chile	Single	2300%	2300%	3,034,332	-	-	-	-	-	3,034,332
96.667560.8	Tanner Servicios Financieros SA	Chile	97023000.9	Corpbanca	Chile	Single	1348%	1348%	5,946,632	-	-	-	-	-	5,946,632
96.667560.8	Tanner Servicios Financieros SA	Chile	97004000.5	Banco de Chile	Chile	Single	3990%	3990%	-	-	-	-	4,024,640	6,512,339	10,536,979
96.667560.8	Tanner Servicios Financieros SA	Chile	97006000.6	BO	Chile	Single	4080%	4080%	-	-	-	-	10,003,400	-	10,003,400
96.667560.8	Tanner Servicios Financieros SA	Chile	97030000.7	Banco Estado	Chile	Single	3900%	3900%	-	-	-	-	8,042,911	5,009,871	13,052,782
96.667560.8	Tanner Servicios Financieros SA	Chile	97950000.4	H88C	Chile	Single	3790%	3790%	-	-	-	-	3,015,484	-	3,015,484
96.667560.8	Tanner Servicios Financieros SA	Chile	97010000.3	Interbancario	Chile	Single	3780%	3780%	-	-	-	-	5,026,707	-	5,026,707
96.667560.8	Tanner Servicios Financieros SA	Chile	97036000.0	Santander	Chile	Single	3820%	3820%	-	-	-	-	8,066,992	-	8,066,992
96.667560.8	Tanner Servicios Financieros SA	Chile	97018000.1	Scotiabank	Chile	Single	3760%	3760%	-	-	-	-	17,397,997	-	17,397,997
<b>Total</b>									<b>28,522,849</b>	<b>1,820,250</b>	<b>-</b>	<b>-</b>	<b>69,935,865</b>	<b>11,522,210</b>	<b>111,801,174</b>

As of December 31, 2014, valued as undiscounted flows were as follows:

Debtor Tax ID	Debtor Name	Debtor Country	Creditor Tax ID	Creditor Name	Creditor Country	Repayment Installments	Nominal rate	Annual effective rate	US Dollar 12.31.2014		UF 12.31.2014		Non-indexed Ch\$ 12.31.2014		Total ThCh
									Upto 90 days ThCh\$	90 days to 1 year ThCh\$	Upto 90 days ThCh\$	90 days to 1 year ThCh\$	Upto 90 days ThCh\$	90 days to 1 year ThCh\$	
96.667560.8	Tanner Servicios Financieros SA	Chile	97032000.8	BBVA	Chile	Single	3880%	3880%	-	-	-	-	13,559,255	-	13,559,255
96.667560.8	Tanner Servicios Financieros SA	Chile	21710109	CI	USA	See Note	1900%	1900%	9,145,442	-	-	-	-	-	9,145,442
80.962600.8	Tanner Corredora de Bolsa SA	Chile	97023000.9	Corpbanca	Chile	Single	6000%	6000%	-	-	-	-	798,479	-	798,479
96.667560.8	Tanner Servicios Financieros SA	Chile	97023000.9	Corpbanca	Chile	Single	3094%	3094%	1,961,806	1,935,372	-	-	-	-	3,897,178
96.667560.8	Tanner Servicios Financieros SA	Chile	97023000.9	Corpbanca	Chile	Single	1722%	1722%	8,538,255	-	-	-	-	-	8,538,255
96.667560.8	Tanner Servicios Financieros SA	Chile	97023000.9	Corpbanca	Chile	Single	2300%	2300%	3,039,759	-	-	-	-	-	3,039,759
96.667560.8	Tanner Servicios Financieros SA	Chile	97023000.9	Corpbanca	Chile	Single	1348%	1348%	5,948,187	-	-	-	-	-	5,948,187
96.667560.8	Tanner Servicios Financieros SA	Chile	97004000.5	Banco de Chile	Chile	Single	3990%	3990%	-	-	-	-	4,053,240	6,624,118	10,677,358
96.667560.8	Tanner Servicios Financieros SA	Chile	97006000.6	BO	Chile	Single	4080%	4080%	-	-	-	-	10,024,933	-	10,024,933
96.667560.8	Tanner Servicios Financieros SA	Chile	97030000.7	Banco Estado	Chile	Single	3900%	3900%	-	-	-	-	8,049,917	5,070,261	13,120,178
96.667560.8	Tanner Servicios Financieros SA	Chile	97950000.4	H88C	Chile	Single	3790%	3790%	-	-	-	-	3,018,012	-	3,018,012
96.667560.8	Tanner Servicios Financieros SA	Chile	97010000.3	Interbancario	Chile	Single	3780%	3780%	-	-	-	-	5,035,527	-	5,035,527
96.667560.8	Tanner Servicios Financieros SA	Chile	97036000.0	Santander	Chile	Single	3820%	3820%	-	-	-	-	8,077,168	-	8,077,168
96.667560.8	Tanner Servicios Financieros SA	Chile	97018000.1	Scotiabank	Chile	Single	3760%	3760%	-	-	-	-	17,454,881	-	17,454,881
<b>Total</b>									<b>28,633,449</b>	<b>1,935,372</b>	<b>-</b>	<b>-</b>	<b>70,071,412</b>	<b>11,694,379</b>	<b>112,334,612</b>

**Note:** The obligations with CII are loans associated with a line of financing that is renewable annually. Next renewal date is February 2015.

As of December 31, 2013, these were as follows:

Debtor Tax ID	Debtor Name	Debtor Country	Creditor Tax ID	Creditor Name	Creditor Country	Repayment Installments	Nominal rate	Annual effective rate	US Dollar 12.31.2013		UF 12.31.2013		Non-indexed Ch\$ 12.31.2013		Total ThCh
									Upto 90 days ThCh\$	90 days to 1 year ThCh\$	Upto 90 days ThCh\$	90 days to 1 year ThCh\$	Upto 90 days ThCh\$	90 days to 1 year ThCh\$	
96.667560.8	Tanner Servicios Financieros SA	Chile	97018000.1	Scotiabank	Chile	Single	5166%	5166%	-	-	-	-	14,015,865	-	14,015,865
96.667560.8	Tanner Servicios Financieros SA	Chile	97006000.6	BO	Chile	Single	4320%	4320%	-	-	-	-	18,950,712	-	18,950,712
96.667560.8	Tanner Servicios Financieros SA	Chile	97022000.8	BBVA	Chile	Single	5220%	5220%	-	-	-	-	9,510,947	-	9,510,947
96.667560.8	Tanner Servicios Financieros SA	Chile	97040000.7	Itau	Chile	Single	5700%	5700%	-	-	-	-	5,001,583	-	5,001,583
96.667560.8	Tanner Servicios Financieros SA	Chile	97952000.0	PENTA	Chile	Single	5334%	5334%	-	-	-	-	4,506,439	-	4,506,439
96.667560.8	Tanner Servicios Financieros SA	Chile	97004000.5	Banco de Chile	Chile	Single	6077%	6077%	-	-	-	-	1,429,760	-	1,429,760
96.667560.8	Tanner Servicios Financieros SA	Chile	21710109	CI	USA	See Note	2488%	2488%	7,892,402	-	-	-	-	-	7,892,402
96.667560.8	Tanner Servicios Financieros SA	Chile	97023000.9	Corpbanca	Chile	Single	6600%	6600%	1,680,818	-	-	-	-	-	1,680,818
96.667560.8	Tanner Servicios Financieros SA	Chile	97010000.3	Interbancario	Chile	Single	1052%	1052%	23,003	4,770,934	-	-	-	-	4,793,937
96.667560.8	Tanner Servicios Financieros SA	Chile	97010000.3	Interbancario	Chile	Single	5280%	5280%	-	-	-	-	5,004,400	-	5,004,400
96.667560.8	Tanner Servicios Financieros SA	Chile	97010000.3	Interbancario	Chile	Single	3094%	3094%	1,668,277	1,573,830	-	-	-	-	3,242,107
<b>Total</b>									<b>11,264,500</b>	<b>6,344,764</b>	<b>-</b>	<b>-</b>	<b>58,419,706</b>	<b>-</b>	<b>76,028,917</b>

As of December 31, 2013, valued as undiscounted flows were as follows:

Debtor Tax ID	Debtor Name	Debtor Country	Creditor Tax ID	Creditor Name	Creditor Country	Repayment Installments	Nominal rate	Annual effective rate	US Dollar 12.31.2013		UF 12.31.2013		Non-indexed Ch\$ 12.31.2013		Total ThCh
									Upto 90 days ThCh\$	90 days to 1 year ThCh\$	Upto 90 days ThCh\$	90 days to 1 year ThCh\$	Upto 90 days ThCh\$	90 days to 1 year ThCh\$	
96.667560.8	Tanner Servicios Financieros SA	Chile	97018000.1	Scotiabank	Chile	Single	5166%	5166%	-	-	-	-	14,058,509	-	14,058,509
96.667560.8	Tanner Servicios Financieros SA	Chile	97006000.6	BO	Chile	Single	4320%	4320%	-	-	-	-	19,079,628	-	19,079,628
96.667560.8	Tanner Servicios Financieros SA	Chile	97032000.8	BBVA	Chile	Single	5220%	5220%	-	-	-	-	9,542,707	-	9,542,707
96.667560.8	Tanner Servicios Financieros SA	Chile	97040000.7	Itau	Chile	Single	5700%	5700%	-	-	-	-	5,024,542	-	5,024,542
96.667560.8	Tanner Servicios Financieros SA	Chile	97952000.0	PENTA	Chile	Single	5334%	5334%	-	-	-	-	4,520,375	-	4,520,375
96.667560.8	Tanner Servicios Financieros SA	Chile	97004000.5	Banco de Chile	Chile	Single	6077%	6077%	-	-	-	-	1,429,760	-	1,429,760
96.667560.8	Tanner Servicios Financieros SA	Chile	21710109	CI	USA	See Note	2488%	2488%	7,915,654	-	-	-	-	-	7,915,654
96.667560.8	Tanner Servicios Financieros SA	Chile	97023000.9	Corpbanca	Chile	Single	6600%	6600%	1,680,818	-	-	-	-	-	1,680,818
96.667560.8	Tanner Servicios Financieros SA	Chile	97010000.3	Interbancario	Chile	Single	1052%	1052%	25,790	4,795,888	-	-	-	-	4,821,678
96.667560.8	Tanner Servicios Financieros SA	Chile	97010000.3	Interbancario	Chile	Single	5280%	5280%	-	-	-	-	5,022,000	-	5,022,000
96.667560.8	Tanner Servicios Financieros SA	Chile	97010000.3	Interbancario	Chile	Single	3094%	3094%	1,745,179	1,723,135	-	-	-	-	3,468,314
<b>Total</b>									<b>11,367,441</b>	<b>6,519,023</b>	<b>-</b>	<b>-</b>	<b>58,677,521</b>	<b>-</b>	<b>76,563,985</b>

**Note:** The obligations with CII are loans associated with a line of financing that is renewable annually. Next renewal date is February 2015.

**(b) Current obligations with the public for promissory notes:**

i) At book value:

Country	N° inscripción	Currency	Repayment installments	Annual Effective Rate	Annual Nominal Rate	Nominal Value ThCh\$	Promissory Note Maturity	Book Value 12.31.2014		Book Value 12.31.2013		Book Value Total	
								Up to 90 days ThCh\$	90 days to 1 year ThCh\$	Up to 90 days ThCh\$	90 days to 1 year ThCh\$	12.31.2014 ThCh\$	12.31.2013 ThCh\$
Chile	L-019	Chilean Peso	single	3.80%	3.80%	500.000	27-01-2015	498,577	-	-	-	498,577	-
Chile	L-019	Chilean Peso	single	3.80%	3.80%	500.000	20-01-2015	498,945	-	-	-	498,945	-
Chile	L-019	Chilean Peso	single	3.92%	3.92%	1,000.000	20-01-2015	997,823	-	-	-	997,823	-
Chile	L-019	Chilean Peso	single	3.92%	3.92%	2,000.000	20-01-2015	1,995,643	-	-	-	1,995,643	-
Chile	L-019	Chilean Peso	single	3.69%	3.69%	1,000.000	27-01-2015	997,234	-	-	-	997,234	-
Chile	L-019	Chilean Peso	single	3.93%	3.93%	1,000.000	27-01-2015	997,053	-	-	-	997,053	-
Chile	L-019	Chilean Peso	single	3.94%	3.94%	1,000.000	27-01-2015	997,047	-	-	-	997,047	-
Chile	L-019	Chilean Peso	single	5.98%	5.98%	500.000	22-07-2014	-	-	498,836	-	-	498,836
Chile	L-019	Chilean Peso	single	5.75%	5.75%	500.000	28-01-2014	-	-	497,762	-	-	497,762
Chile	L-019	Chilean Peso	single	5.53%	5.53%	500.000	04-02-2014	-	-	497,311	-	-	497,311
Chile	L-019	Chilean Peso	single	5.41%	5.41%	1,000.000	18-02-2014	-	-	992,637	-	-	992,637
Chile	L-019	Chilean Peso	single	5.30%	5.30%	2,000.000	25-02-2014	-	-	1,983,509	-	-	1,983,509
Chile	L-019	Chilean Peso	single	5.41%	5.41%	1,000.000	11-03-2014	-	-	989,480	-	-	989,480
Chile	L-019	Chilean Peso	single	5.18%	5.18%	1,000.000	25-03-2014	-	-	987,914	-	-	987,914
Chile	L-019	Chilean Peso	single	5.18%	5.18%	500.000	01-04-2014	-	-	-	493,448	-	493,448
Chile	L-022	Chilean Peso	single	3.57%	3.57%	500.000	06-01-2015	499,703	-	-	-	499,703	-
Chile	L-022	Chilean Peso	single	3.55%	3.55%	1,500.000	10-02-2015	1,493,934	-	-	-	1,493,934	-
Chile	L-022	Chilean Peso	single	4.02%	4.02%	1,500.000	17-03-2015	1,487,273	-	-	-	1,487,273	-
Chile	L-022	Chilean Peso	single	4.02%	4.02%	2,000.000	24-03-2015	1,981,468	-	-	-	1,981,468	-
Chile	L-022	Chilean Peso	single	4.01%	4.01%	2,000.000	17-03-2015	1,983,052	-	-	-	1,983,052	-
Chile	L-022	Chilean Peso	single	3.94%	3.94%	500.000	27-01-2015	498,524	-	-	-	498,524	-
Chile	L-022	Chilean Peso	single	3.96%	3.96%	2,000.000	07-04-2015	-	1,978,635	-	-	1,978,635	-
Chile	L-022	Chilean Peso	single	5.98%	5.98%	500.000	07-01-2014	-	-	499,419	-	-	499,419
Chile	L-022	Chilean Peso	single	5.75%	5.75%	1,500.000	28-01-2014	-	-	1,493,286	-	-	1,493,286
Chile	L-022	Chilean Peso	single	5.42%	5.42%	1,500.000	04-03-2014	-	-	1,485,783	-	-	1,485,783
Chile	L-022	Chilean Peso	single	5.06%	5.06%	2,000.000	18-03-2014	-	-	1,978,364	-	-	1,978,364
Chile	L-022	Chilean Peso	single	5.30%	5.30%	2,000.000	25-03-2014	-	-	1,975,262	-	-	1,975,262
Chile	L-022	Chilean Peso	single	5.18%	5.18%	500.000	01-04-2014	-	-	-	493,448	-	493,448
Chile	L-022	Chilean Peso	single	5.31%	5.31%	2,000.000	08-04-2014	-	-	-	1,971,111	-	1,971,111
Chile	L-025	Chilean Peso	single	3.57%	3.57%	1,000.000	06-01-2015	999,406	-	-	-	999,406	-
Chile	L-025	Chilean Peso	single	3.78%	3.78%	1,500.000	17-02-2015	1,492,431	-	-	-	1,492,431	-
Chile	L-025	Chilean Peso	single	3.78%	3.78%	1,500.000	17-02-2015	1,492,446	-	-	-	1,492,446	-
Chile	L-025	Chilean Peso	single	4.14%	4.14%	1,000.000	03-03-2015	992,877	-	-	-	992,877	-
Chile	L-025	Chilean Peso	single	4.02%	4.02%	500.000	17-03-2015	495,758	-	-	-	495,758	-
Chile	L-025	Chilean Peso	single	4.03%	4.03%	500.000	17-03-2015	495,751	-	-	-	495,751	-
Chile	L-025	Chilean Peso	single	4.03%	4.03%	2,000.000	31-03-2015	1,979,840	-	-	-	1,979,840	-
Chile	L-025	Chilean Peso	single	4.02%	4.02%	1,500.000	07-04-2015	-	1,483,740	-	-	1,483,740	-
Chile	L-025	Chilean Peso	single	4.03%	4.03%	500.000	14-04-2015	-	494,184	-	-	494,184	-
Chile	L-025	Chilean Peso	single	5.98%	5.98%	500.000	07-01-2014	-	-	499,419	-	-	499,419
Chile	L-025	Chilean Peso	single	5.99%	5.99%	500.000	07-01-2014	-	-	499,417	-	-	499,417
Chile	L-025	Chilean Peso	single	5.65%	5.65%	1,500.000	04-02-2014	-	-	1,491,763	-	-	1,491,763
Chile	L-025	Chilean Peso	single	5.65%	5.65%	1,500.000	04-02-2014	-	-	1,491,763	-	-	1,491,763
Chile	L-025	Chilean Peso	single	5.43%	5.43%	1,000.000	18-02-2014	-	-	992,605	-	-	992,605
Chile	L-025	Chilean Peso	single	5.41%	5.41%	500.000	11-03-2014	-	-	494,740	-	-	494,740
Chile	L-025	Chilean Peso	single	5.30%	5.30%	500.000	25-03-2014	-	-	493,822	-	-	493,822
Chile	L-025	Chilean Peso	single	5.18%	5.18%	2,000.000	01-04-2014	-	-	-	1,973,791	-	1,973,791
Chile	L-025	Chilean Peso	single	5.31%	5.31%	1,500.000	08-04-2014	-	-	-	1,478,333	-	1,478,333
Chile	L-025	Chilean Peso	single	5.31%	5.31%	500.000	15-04-2014	-	-	-	492,263	-	492,263
Chile	L-031	Chilean Peso	single	3.57%	3.57%	2,000.000	06-01-2015	1,998,812	-	-	-	1,998,812	-
Chile	L-031	Chilean Peso	single	3.78%	3.78%	1,500.000	24-02-2015	1,491,329	-	-	-	1,491,329	-
Chile	L-031	Chilean Peso	single	3.55%	3.55%	1,500.000	10-02-2015	1,493,934	-	-	-	1,493,934	-
Chile	L-031	Chilean Peso	single	4.13%	4.13%	1,000.000	10-03-2015	992,079	-	-	-	992,079	-
Chile	L-031	Chilean Peso	single	3.80%	3.80%	500.000	17-02-2015	497,468	-	-	-	497,468	-
Chile	L-031	Chilean Peso	single	4.02%	4.02%	1,500.000	24-03-2015	1,486,101	-	-	-	1,486,101	-
Chile	L-031	Chilean Peso	single	4.03%	4.03%	3,000.000	14-04-2015	-	2,965,103	-	-	2,965,103	-
Chile	L-031	Chilean Peso	single	4.01%	4.01%	2,000.000	21-04-2015	-	1,975,247	-	-	1,975,247	-
Chile	L-031	Chilean Peso	single	5.98%	5.98%	1,500.000	07-01-2014	-	-	1,498,256	-	-	1,498,256
Chile	L-031	Chilean Peso	single	5.98%	5.98%	500.000	07-01-2014	-	-	499,419	-	-	499,419
Chile	L-031	Chilean Peso	single	5.98%	5.98%	1,500.000	14-01-2014	-	-	1,496,509	-	-	1,496,509
Chile	L-031	Chilean Peso	single	5.76%	5.76%	1,500.000	28-01-2014	-	-	1,493,278	-	-	1,493,278
Chile	L-031	Chilean Peso	single	5.56%	5.56%	1,000.000	25-02-2014	-	-	991,352	-	-	991,352
Chile	L-031	Chilean Peso	single	5.42%	5.42%	500.000	04-03-2014	-	-	495,261	-	-	495,261
Chile	L-031	Chilean Peso	single	5.06%	5.06%	1,500.000	18-03-2014	-	-	1,483,755	-	-	1,483,755
Chile	L-031	Chilean Peso	single	5.27%	5.27%	3,000.000	15-04-2014	-	-	-	2,953,883	-	2,953,883
Chile	L-093	Chilean Peso	single	3.78%	3.78%	1,500.000	24-02-2015	1,491,329	-	-	-	1,491,329	-
Chile	L-093	Chilean Peso	single	3.55%	3.55%	3,500.000	03-02-2015	3,488,256	-	-	-	3,488,256	-
Chile	L-093	Chilean Peso	single	3.78%	3.78%	1,000.000	24-02-2015	994,219	-	-	-	994,219	-
Chile	L-093	Chilean Peso	single	3.90%	3.90%	2,500.000	03-03-2015	2,483,210	-	-	-	2,483,210	-
Chile	L-093	Chilean Peso	single	3.92%	3.92%	1,500.000	10-03-2015	1,488,722	-	-	-	1,488,722	-
Chile	L-093	Chilean Peso	single	4.03%	4.03%	500.000	10-02-2015	497,705	-	-	-	497,705	-
Chile	L-093	Chilean Peso	single	4.14%	4.14%	1,000.000	10-03-2015	992,068	-	-	-	992,068	-
Chile	L-093	Chilean Peso	single	4.02%	4.02%	500.000	17-03-2015	495,758	-	-	-	495,758	-
Chile	L-093	Chilean Peso	single	4.03%	4.03%	1,500.000	21-04-2015	-	1,481,381	-	-	1,481,381	-
Chile	L-093	Chilean Peso	single	5.99%	5.99%	1,500.000	14-01-2014	-	-	1,496,504	-	-	1,496,504
Chile	L-093	Chilean Peso	single	5.98%	5.98%	2,000.000	21-01-2014	-	-	1,993,018	-	-	1,993,018
Chile	L-093	Chilean Peso	single	5.77%	5.77%	1,500.000	21-01-2014	-	-	1,494,953	-	-	1,494,953
Chile	L-093	Chilean Peso	single	5.64%	5.64%	2,000.000	11-02-2014	-	-	1,986,836	-	-	1,986,836
Chile	L-093	Chilean Peso	single	5.53%	5.53%	1,500.000	11-02-2014	-	-	1,490,321	-	-	1,490,321
Chile	L-093	Chilean Peso	single	5.58%	5.58%	1,500.000	18-02-2014	-	-	1,488,614	-	-	1,488,614
Chile	L-093	Chilean Peso	single	5.52%	5.52%	500.000	25-02-2014	-	-	495,704	-	-	495,704
Chile	L-093	Chilean Peso	single	5.30%	5.30%	1,500.000	04-03-2014	-	-	1,486,100	-	-	1,486,100
Chile	L-102	Chilean Peso	single	4.54%	4.54%	5,000.000	13-05-2015	-	4,991,615	-	-	4,991,615	-
Chile	L-102	Chilean Peso	single	5.13%	5.13%	5,000.000	28-04-2015	-	4,915,998	-	-	4,915,998	-
Chile	L-102	Chilean Peso	single	5.23%	5.23%	5,000.000	05-05-2015	-	4,909,140	-	-	4,909,140	-
Chile	L-102	Chilean Peso	single	5.02%	5.02%	5,000.000	26-05-2015	-	4,898,133	-	-	4,898,133	-
Total						123,500,000		42,765,775	30,093,176	39,732,972	9,856,277	72,858,951	49,589,249

## ii) Valued as undiscounted flows:

Country	Registration Number	Currency	Repayment installments	Annual Effective Rate	Annual Nominal Rate	Nominal Value ThCh\$	Promissory Note Maturity	Undiscounted Flows 12.31.2014		Undiscounted Flows 12.31.2013		Undiscounted Flows Total	
								Up to 90 days ThCh\$	90 days to 1 year ThCh\$	Up to 90 days ThCh\$	90 days to 1 year ThCh\$	12.31.2014 ThCh\$	12.31.2013 ThCh\$
Chile	L-019	Chilean Peso	single	3.80%	3.80%	500,000	27-01-2015	500,000	-	-	-	500,000	-
Chile	L-019	Chilean Peso	single	3.80%	3.80%	500,000	20-01-2015	500,000	-	-	-	500,000	-
Chile	L-019	Chilean Peso	single	3.92%	3.92%	1,000,000	20-01-2015	1,000,000	-	-	-	1,000,000	-
Chile	L-019	Chilean Peso	single	3.92%	3.92%	2,000,000	20-01-2015	2,000,000	-	-	-	2,000,000	-
Chile	L-019	Chilean Peso	single	3.69%	3.69%	1,000,000	27-01-2015	1,000,000	-	-	-	1,000,000	-
Chile	L-019	Chilean Peso	single	3.93%	3.93%	1,000,000	27-01-2015	1,000,000	-	-	-	1,000,000	-
Chile	L-019	Chilean Peso	single	3.94%	3.94%	1,000,000	27-01-2015	1,000,000	-	-	-	1,000,000	-
Chile	L-019	Chilean Peso	single	5.98%	5.98%	500,000	22-07-2014	-	-	500,000	-	-	500,000
Chile	L-019	Chilean Peso	single	5.75%	5.75%	500,000	28-01-2014	-	-	500,000	-	-	500,000
Chile	L-019	Chilean Peso	single	5.53%	5.53%	500,000	04-02-2014	-	-	500,000	-	-	500,000
Chile	L-019	Chilean Peso	single	5.41%	5.41%	1,000,000	18-02-2014	-	-	1,000,000	-	-	1,000,000
Chile	L-019	Chilean Peso	single	5.30%	5.30%	2,000,000	25-02-2014	-	-	2,000,000	-	-	2,000,000
Chile	L-019	Chilean Peso	single	5.41%	5.41%	1,000,000	11-03-2014	-	-	1,000,000	-	-	1,000,000
Chile	L-019	Chilean Peso	single	5.18%	5.18%	1,000,000	25-03-2014	-	-	1,000,000	-	-	1,000,000
Chile	L-019	Chilean Peso	single	5.18%	5.18%	500,000	01-04-2014	-	-	-	500,000	-	500,000
Chile	L-022	Chilean Peso	single	3.57%	3.57%	500,000	06-01-2015	500,000	-	-	-	500,000	-
Chile	L-022	Chilean Peso	single	3.55%	3.55%	1,500,000	10-02-2015	1,500,000	-	-	-	1,500,000	-
Chile	L-022	Chilean Peso	single	4.02%	4.02%	1,500,000	17-03-2015	1,500,000	-	-	-	1,500,000	-
Chile	L-022	Chilean Peso	single	4.02%	4.02%	2,000,000	24-03-2015	2,000,000	-	-	-	2,000,000	-
Chile	L-022	Chilean Peso	single	4.01%	4.01%	2,000,000	17-03-2015	2,000,000	-	-	-	2,000,000	-
Chile	L-022	Chilean Peso	single	3.94%	3.94%	500,000	27-01-2015	500,000	-	-	-	500,000	-
Chile	L-022	Chilean Peso	single	3.96%	3.96%	2,000,000	07-04-2015	-	2,000,000	-	-	2,000,000	-
Chile	L-022	Chilean Peso	single	5.98%	5.98%	500,000	07-01-2014	-	-	500,000	-	-	500,000
Chile	L-022	Chilean Peso	single	5.75%	5.75%	1,500,000	28-01-2014	-	-	1,500,000	-	-	1,500,000
Chile	L-022	Chilean Peso	single	5.42%	5.42%	1,500,000	04-03-2014	-	-	1,500,000	-	-	1,500,000
Chile	L-022	Chilean Peso	single	5.06%	5.06%	2,000,000	18-03-2014	-	-	2,000,000	-	-	2,000,000
Chile	L-022	Chilean Peso	single	5.30%	5.30%	2,000,000	25-03-2014	-	-	2,000,000	-	-	2,000,000
Chile	L-022	Chilean Peso	single	5.18%	5.18%	500,000	01-04-2014	-	-	-	500,000	-	500,000
Chile	L-022	Chilean Peso	single	5.31%	5.31%	2,000,000	08-04-2014	-	-	-	2,000,000	-	2,000,000
Chile	L-025	Chilean Peso	single	3.57%	3.57%	1,000,000	06-01-2015	1,000,000	-	-	-	1,000,000	-
Chile	L-025	Chilean Peso	single	3.78%	3.78%	1,500,000	17-02-2015	1,500,000	-	-	-	1,500,000	-
Chile	L-025	Chilean Peso	single	3.78%	3.78%	1,500,000	17-02-2015	1,500,000	-	-	-	1,500,000	-
Chile	L-025	Chilean Peso	single	4.14%	4.14%	1,000,000	03-03-2015	1,000,000	-	-	-	1,000,000	-
Chile	L-025	Chilean Peso	single	4.02%	4.02%	500,000	17-03-2015	500,000	-	-	-	500,000	-
Chile	L-025	Chilean Peso	single	4.03%	4.03%	500,000	17-03-2015	500,000	-	-	-	500,000	-
Chile	L-025	Chilean Peso	single	4.03%	4.03%	2,000,000	31-03-2015	2,000,000	-	-	-	2,000,000	-
Chile	L-025	Chilean Peso	single	4.02%	4.02%	1,500,000	07-04-2015	-	1,500,000	-	-	1,500,000	-
Chile	L-025	Chilean Peso	single	4.03%	4.03%	500,000	14-04-2015	-	500,000	-	-	500,000	-
Chile	L-025	Chilean Peso	single	5.98%	5.98%	500,000	07-01-2014	-	-	500,000	-	-	500,000
Chile	L-025	Chilean Peso	single	5.99%	5.99%	500,000	07-01-2014	-	-	500,000	-	-	500,000
Chile	L-025	Chilean Peso	single	5.65%	5.65%	1,500,000	04-02-2014	-	-	1,500,000	-	-	1,500,000
Chile	L-025	Chilean Peso	single	5.65%	5.65%	1,500,000	04-02-2014	-	-	1,500,000	-	-	1,500,000
Chile	L-025	Chilean Peso	single	5.43%	5.43%	1,000,000	18-02-2014	-	-	1,000,000	-	-	1,000,000
Chile	L-025	Chilean Peso	single	5.41%	5.41%	500,000	11-03-2014	-	-	500,000	-	-	500,000
Chile	L-025	Chilean Peso	single	5.30%	5.30%	500,000	25-03-2014	-	-	500,000	-	-	500,000
Chile	L-025	Chilean Peso	single	5.18%	5.18%	2,000,000	01-04-2014	-	-	-	2,000,000	-	2,000,000
Chile	L-025	Chilean Peso	single	5.31%	5.31%	1,500,000	08-04-2014	-	-	-	1,500,000	-	1,500,000
Chile	L-025	Chilean Peso	single	5.31%	5.31%	500,000	15-04-2014	-	-	-	500,000	-	500,000
Chile	L-031	Chilean Peso	single	3.57%	3.57%	2,000,000	06-01-2015	2,000,000	-	-	-	2,000,000	-
Chile	L-031	Chilean Peso	single	3.78%	3.78%	1,500,000	24-02-2015	1,500,000	-	-	-	1,500,000	-
Chile	L-031	Chilean Peso	single	3.55%	3.55%	1,500,000	10-02-2015	1,500,000	-	-	-	1,500,000	-
Chile	L-031	Chilean Peso	single	4.13%	4.13%	1,000,000	10-03-2015	1,000,000	-	-	-	1,000,000	-
Chile	L-031	Chilean Peso	single	3.80%	3.80%	500,000	17-02-2015	500,000	-	-	-	500,000	-
Chile	L-031	Chilean Peso	single	4.02%	4.02%	1,500,000	24-03-2015	1,500,000	-	-	-	1,500,000	-
Chile	L-031	Chilean Peso	single	4.03%	4.03%	3,000,000	14-04-2015	-	3,000,000	-	-	3,000,000	-
Chile	L-031	Chilean Peso	single	4.01%	4.01%	2,000,000	21-04-2015	-	2,000,000	-	-	2,000,000	-
Chile	L-031	Chilean Peso	single	5.98%	5.98%	1,500,000	07-01-2014	-	-	1,500,000	-	-	1,500,000
Chile	L-031	Chilean Peso	single	5.98%	5.98%	500,000	07-01-2014	-	-	500,000	-	-	500,000
Chile	L-031	Chilean Peso	single	5.98%	5.98%	1,500,000	14-01-2014	-	-	1,500,000	-	-	1,500,000
Chile	L-031	Chilean Peso	single	5.76%	5.76%	1,500,000	28-01-2014	-	-	1,500,000	-	-	1,500,000
Chile	L-031	Chilean Peso	single	5.56%	5.56%	1,000,000	25-02-2014	-	-	1,000,000	-	-	1,000,000
Chile	L-031	Chilean Peso	single	5.42%	5.42%	500,000	04-03-2014	-	-	500,000	-	-	500,000
Chile	L-031	Chilean Peso	single	5.06%	5.06%	1,500,000	18-03-2014	-	-	1,500,000	-	-	1,500,000
Chile	L-031	Chilean Peso	single	5.27%	5.27%	3,000,000	15-04-2014	-	-	-	3,000,000	-	3,000,000
Chile	L-093	Chilean Peso	single	3.78%	3.78%	1,500,000	24-02-2015	1,500,000	-	-	-	1,500,000	-
Chile	L-093	Chilean Peso	single	3.55%	3.55%	3,500,000	03-02-2015	3,500,000	-	-	-	3,500,000	-
Chile	L-093	Chilean Peso	single	3.78%	3.78%	1,000,000	24-02-2015	1,000,000	-	-	-	1,000,000	-
Chile	L-093	Chilean Peso	single	3.90%	3.90%	2,500,000	03-03-2015	2,500,000	-	-	-	2,500,000	-
Chile	L-093	Chilean Peso	single	3.92%	3.92%	1,500,000	10-03-2015	1,500,000	-	-	-	1,500,000	-
Chile	L-093	Chilean Peso	single	4.03%	4.03%	500,000	10-02-2015	500,000	-	-	-	500,000	-
Chile	L-093	Chilean Peso	single	4.14%	4.14%	1,000,000	10-03-2015	1,000,000	-	-	-	1,000,000	-
Chile	L-093	Chilean Peso	single	4.02%	4.02%	500,000	17-03-2015	500,000	-	-	-	500,000	-
Chile	L-093	Chilean Peso	single	4.03%	4.03%	1,500,000	21-04-2015	-	1,500,000	-	-	1,500,000	-
Chile	L-093	Chilean Peso	single	5.99%	5.99%	1,500,000	14-01-2014	-	-	1,500,000	-	-	1,500,000
Chile	L-093	Chilean Peso	single	5.98%	5.98%	2,000,000	21-01-2014	-	-	2,000,000	-	-	2,000,000
Chile	L-093	Chilean Peso	single	5.77%	5.77%	1,500,000	21-01-2014	-	-	1,500,000	-	-	1,500,000
Chile	L-093	Chilean Peso	single	5.64%	5.64%	2,000,000	11-02-2014	-	-	2,000,000	-	-	2,000,000
Chile	L-093	Chilean Peso	single	5.53%	5.53%	1,500,000	11-02-2014	-	-	1,500,000	-	-	1,500,000
Chile	L-093	Chilean Peso	single	5.58%	5.58%	1,500,000	18-02-2014	-	-	1,500,000	-	-	1,500,000
Chile	L-093	Chilean Peso	single	5.52%	5.52%	500,000	25-02-2014	-	-	500,000	-	-	500,000
Chile	L-093	Chilean Peso	single	5.30%	5.30%	1,500,000	04-03-2014	-	-	1,500,000	-	-	1,500,000
Chile	L-102	Chilean Peso	single	4.54%	4.54%	5,000,000	13-05-2015	-	5,000,000	-	-	5,000,000	-
Chile	L-102	Chilean Peso	single	5.13%	5.13%	5,000,000	28-04-2015	-	5,000,000	-	-	5,000,000	-
Chile	L-102	Chilean Peso	single	5.23%	5.23%	5,000,000	05-05-2015	-	5,000,000	-	-	5,000,000	-
Chile	L-102	Chilean Peso	single	5.02%	5.02%	5,000,000	26-05-2015	-	5,000,000	-	-	5,000,000	-
Total						123,500,000		43,000,000	30,500,000	40,000,000	10,000,000	73,500,000	50,000,000



### (c) Current obligations with the public for bonds

As of December 31, 2014, these were as follows:

i) At book value:

Country	Registration Number	Series	Nominal Amount	Currency	Annual Effective Rate	Annual Nominal Rate	Maturity Date	Up to 90 days ThCh\$	Book Value 12.31.2014 90 days to 1 year ThCh\$	Total ThCh\$
Chile	625	Series E	20,000,000	ThCh\$	7.000%	6.350%	15/08/2015	10,516,120	10,000,000	20,516,120
Chile	656	Series G	15,000,000	ThCh\$	7.510%	7.000%	01/04/2016	129,030	5,000,000	5,129,030
Chile	656	Series I	1,600,000	UF	3.900%	3.900%	01/04/2021	370,884	3,283,605	3,654,489
Chile	656	Series N	1,500,000	UF	4.900%	4.700%	10/10/2017	429,066	-	429,066
Chile	709	Series P	1,470,000	UF	3.530%	3.700%	01/04/2019	331,801	-	331,801
Chile	548	Series Q	20,000,000	ThCh\$	4.704%	4.750%	10/11/2016	139,105	-	139,105
USA	-	-	250,000,000	US\$	4.603%	4.375%	13/03/2018	1,990,897	-	1,990,897
<b>Total</b>								<b>13,906,903</b>	<b>18,283,605</b>	<b>32,190,508</b>

ii) Valued as undiscounted flows:

Country	Registration Number	Series	Nominal Amount	Currency	Annual Effective Rate	Annual Nominal Rate	Maturity Date	Up to 90 days ThCh\$	Undiscounted Flows 12.31.2014 90 days to 1 year ThCh\$	Total ThCh\$
Chile	625	Series E	20,000,000	ThCh\$	7.000%	6.350%	15/08/2015	10,688,160	10,344,080	21,032,240
Chile	656	Series G	15,000,000	ThCh\$	7.510%	7.000%	01/04/2016	-	5,430,101	5,430,101
Chile	656	Series I	1,600,000	UF	3.900%	3.900%	01/04/2021	-	4,766,980	4,766,980
Chile	656	Series N	1,500,000	UF	4.900%	4.700%	10/10/2017	-	1,716,263	1,716,263
Chile	709	Series P	1,470,000	UF	3.530%	3.700%	01/04/2019	-	1,327,305	1,327,305
Chile	548	Series Q	20,000,000	ThCh\$	4.704%	4.750%	10/11/2016	-	938,960	938,960
USA	-	-	250,000,000	US\$	4.603%	4.375%	13/03/2018	3,318,164	3,318,164	6,636,328
<b>Total</b>								<b>14,006,324</b>	<b>27,841,853</b>	<b>41,848,177</b>

As of December 31, 2013, these were as follows:

i) At book value:

Country	Registration Number	Series	Nominal Amount	Currency	Annual Effective Rate	Annual Nominal Rate	Maturity Date	Up to 90 days ThCh\$	Book Value 12.31.2013 90 days to 1 year ThCh\$	Total ThCh\$
Chile	548	Series B	20,000,000	ThCh\$	7.000%	6.500%	03/31/2014	10,228,862	-	10,228,862
Chile	625	Series C	20,000,000	ThCh\$	7.070%	6.350%	06/15/2014	17,771	6,633,814	6,651,585
Chile	625	Series E	20,000,000	ThCh\$	7.000%	6.350%	08/15/2015	516,120	-	516,120
Chile	625	Series F	10,000,000	ThCh\$	5.960%	5.430%	11/15/2014	62,040	7,964,828	8,026,868
Chile	656	Series I	1,600,000	UF	3.900%	3.900%	04/01/2021	351,042	-	351,042
Chile	656	Series G	217,110,109	ThCh\$	7.510%	7.000%	04/01/2016	215,050	5,000,000	5,215,050
Chile	656	Series N	1,500,000	UF	4.900%	4.700%	10/10/2017	406,111	-	406,111
USA	-	-	250,000,000	US\$	4.603%	4.375%	03/13/2018	1,431,593	-	1,431,593
<b>Total</b>								<b>13,228,589</b>	<b>19,598,642</b>	<b>32,827,231</b>

ii) Valued as undiscounted flows:

Country	Registration Number	Series	Nominal Amount	Currency	Annual Effective Rate	Annual Nominal Rate	Maturity Date	Up to 90 days ThCh\$	Undiscounted Flows 12.31.2013 90 days to 1 year ThCh\$	Total ThCh\$
Chile	548	Series B	20,000,000	ThCh\$	7.000%	6.500%	03/31/2014	10,344,080	-	10,344,080
Chile	625	Series C	20,000,000	ThCh\$	7.070%	6.350%	06/15/2014	-	6,879,920	6,879,920
Chile	625	Series E	20,000,000	ThCh\$	7.000%	6.350%	08/15/2015	688,160	688,160	1,376,320
Chile	625	Series F	10,000,000	ThCh\$	5.960%	5.430%	11/15/2014	124,080	8,310,200	8,434,280
Chile	656	Series I	1,600,000	UF	3.900%	3.900%	04/01/2021	-	1,404,008	1,404,008
Chile	656	Series G	217,110,109	ThCh\$	7.510%	7.000%	04/01/2016	-	5,774,181	5,774,181
Chile	656	Series N	1,500,000	UF	4.900%	4.700%	10/10/2017	-	1,624,443	1,624,443
USA	-	-	250,000,000	US\$	4.603%	4.375%	03/13/2018	2,868,961	2,868,961	5,737,922
<b>Total</b>								<b>14,025,281</b>	<b>27,549,873</b>	<b>41,575,154</b>



**(d) Other financial obligations:**

As of December 31, 2014 and 2013, these were as follows:

Other financial obligations	Balances as of	
	12.31.2014 ThCh\$	12.31.2013 ThCh\$
Obligations on Forwards	19,086,954	24,516,220
Obligations on Covenants	6,499,536	10,278,346
<b>Total</b>	<b>25,586,490</b>	<b>34,794,566</b>

For these financial obligations the discounted flows are equal to the value of the undiscounted contractual flows.

**(d.1) Obligations due to forwards:**

Chilean Tax ID	Debtor Name	Country	12.31.2014			12.31.2013		
			Up to 90 days ThCh\$	90 days to 1 year ThCh\$	Total ThCh\$	Up to 90 days ThCh\$	90 days to 1 year ThCh\$	Total ThCh\$
80,962,600-8	Tanner Corredora de Bolsa S.A.	Chile	137,833	-	137,833	45,000	46,962	91,962
96,667,560-8	Tanner Servicios Financieros S.A.	Chile	17,652,910	-	17,652,910	24,516,220	-	24,516,220
77,164,280-2	Tanner Leasing Vendor Ltda.	Chile	1,296,211	-	1,296,211	-	-	-
<b>Total</b>			<b>19,086,954</b>	<b>-</b>	<b>19,086,954</b>	<b>24,561,220</b>	<b>46,962</b>	<b>24,608,182</b>

**(d.2) Obligations due to sales with Covenants:**

Chilean Tax ID	Debtor Name	Country	12.31.2014			12.31.2013		
			Up to 90 days ThCh\$	90 days to 1 year ThCh\$	Total ThCh\$	Up to 90 days ThCh\$	90 days to 1 year ThCh\$	Total ThCh\$
80,962,600-8	Tanner Corredora de Bolsa S.A.	Chile	6,499,536	-	6,499,536	10,278,346	-	10,278,346
<b>Total</b>			<b>6,499,536</b>	<b>-</b>	<b>6,499,536</b>	<b>10,278,346</b>	<b>-</b>	<b>10,278,346</b>

**19. Other financial liabilities, non-current**

Other non-current financial liabilities are as follows:

i) At book value:

Other non-current financial liabilities	Balances as of	
	12.31.2014 ThCh\$	12.31.2013 ThCh\$
Obligations with banks and financial institutions	5,460,750	7,869,150
Obligations with the public for bonds	281,764,880	229,094,702
Obligations on swaps	194,438	-
<b>Total</b>	<b>287,420,068</b>	<b>236,963,852</b>

ii) Valued as undiscounted flows:

Detail	Balances as of	
	12.31.2014 ThCh\$	12.31.2013 ThCh\$
Obligations with banks and financial institutions	5,632,025	8,239,166
Obligations with the public for bonds	311,798,338	262,275,470
Obligations on swaps	194,438	-
<b>Total</b>	<b>317,624,801</b>	<b>270,514,636</b>

Consolidated financial statements should indicate the name, tax ID and country of the debtor entity, as required by Official Bulletin No. 595 issued by the Superintendent of Securities and Insurance. In this case all non-current financial liabilities at the close of the periods are obligations of the parent company, Tanner Servicios Financieros S.A., Chilean tax ID 96,667,560 -8, a Chilean company.

**(a) Obligations with banks and financial institutions:**

i) At book value:

Debtor Tax ID	Debtor Name	Debtor Country	Creditor Tax ID	Creditor bank or financial institution	Creditor Country	Currency	Repayments	Nominal Rate %	Book Value				Book Value 12.31.2014	Book Value 12.31.2013
									12.31.2014		12.31.2013		Total ThCh\$	Total ThCh\$
									1 to 3 years ThCh\$	3 to 5 years ThCh\$	1 to 3 years ThCh\$	3 to 5 years ThCh\$		
96667560-8	Tanner Servicios Financieros S.A.	Chile	Foreign	DEG-DEUTSCHE INVESTITIONS - UND ENTWICKLUNGSGESELLSCHAFT MBH	Germany	US Dollar	Installments	3.094%	5,460,750	-	6,295,320	1573,830	5,460,750	7,869,150
Total									5,460,750	-	6,295,320	1573,830	5,460,750	7,869,150

i) Valued as undiscounted flows:

Debtor Tax ID	Debtor Name	Debtor Country	Creditor Tax ID	Creditor bank or financial institution	Creditor Country	Currency	Repayments	Nominal Rate %	Undiscounted Flows				Undiscounted Flows	
									12.31.2014	12.31.2013	12.31.2014	12.31.2013	12.31.2014	12.31.2013
									1 to 3 years ThCh\$	3 to 5 years ThCh\$	1 to 3 years ThCh\$	3 to 5 years ThCh\$	Total ThCh\$	Total ThCh\$
96,667,560-8	Tanner Servicios Financieros SA	Chile	Foreign	DEG-DEUTSCHE INVESTITIONS-UND ENTWICKLUNGSGESELLSCHAFT MBH	Germany	US Dollar	Installments	3.094%	5,632,025	-	6,640,858	1,598,308	5,632,025	8,239,166
<b>Total</b>									<b>5,632,025</b>	<b>-</b>	<b>6,640,858</b>	<b>1,598,308</b>	<b>5,632,025</b>	<b>8,239,166</b>

## (b) Non-current obligations with the public for bonds as of December 31, 2014:

i) At book value:

Country	Registration Number	Series	Nominal Amount	Currency	Annual Effective Rate	Annual Nominal Rate	Maturity Date	1 to 3 years ThCh\$	Book Value 12.31.2014 3 to 5 years ThCh\$	Over 5 year ThCh\$	Book Value 12.31.2014 Total ThCh\$
Chile	656	Series I	1,600,000	UF	3.900%	3.800%	04/01/2021	13,098,183	13,098,183	9,823,637	36,020,003
Chile	656	Series G	15,000,000	ThCh\$	7.510%	7.000%	04/01/2016	2,448,556	-	-	2,448,556
Chile	656	Series N	1,500,000	UF	4.900%	4.700%	10/10/2017	36,823,554	-	-	36,823,554
Chile	709	Series P	1,470,000	UF	3.530%	3.700%	04/01/2019	-	36,446,106	-	36,446,106
Chile	548	Series Q	20,000,000	ThCh\$	4.704%	4.750%	11/10/2016	20,081,223	-	-	20,081,223
USA	-	-	250,000,000	US\$	4.603%	4.375%	03/13/2018	-	149,945,438	-	149,945,438
<b>Total</b>								<b>72,451,516</b>	<b>199,489,727</b>	<b>9,823,637</b>	<b>281,764,880</b>

ii) Valued as undiscounted flows:

Country	Registration Number	Series	Nominal Amount	Currency	Annual Effective Rate	Annual Nominal Rate	Maturity Date	1 to 3 years ThCh\$	Undiscounted Flows 12.31.2014 3 to 5 years ThCh\$	Over 5 year ThCh\$	Total 12.31.2014 Total ThCh\$
Chile	656	Series I	1,600,000	ThCh\$	3.900%	3.800%	04/01/2021	15,483,118	14,494,206	10,221,682	40,199,006
Chile	656	Series G	15,000,000	UF	7.510%	7.000%	04/01/2016	2,586,020	-	-	2,586,020
Chile	656	Series N	1,500,000	UF	4.900%	4.700%	10/10/2017	39,944,109	-	-	39,944,109
Chile	709	Series P	1,470,000	ThCh\$	3.530%	3.700%	04/01/2019	2,654,608	37,197,315	-	39,851,923
Chile	548	Series Q	20,000,000	UF	4.704%	4.750%	11/10/2016	20,938,960	-	-	20,938,960
USA	-	-	250,000,000	US\$	4.603%	4.375%	03/13/2018	13,272,656	155,005,664	-	168,278,320
<b>Total</b>								<b>94,879,471</b>	<b>206,697,185</b>	<b>10,221,682</b>	<b>311,798,338</b>

## b) Non-current obligations with the public for bonds as of December 31, 2013:

i) At book value:

Country	Registration Number	Series	Nominal Amount	Currency	Annual Effective Rate	Annual Nominal Rate	Maturity Date	1 to 3 years ThCh\$	Book Value 12.31.2013 3 to 5 years ThCh\$	Over 5 year ThCh\$	Book Value 12.31.2013 Total ThCh\$
Chile	625	Series E	20,000,000	ThCh\$	6.880%	7.000%	08/15/2015	20,015,053	-	-	20,015,053
Chile	656	Series I	1,600,000	UF	3.900%	3.800%	04/01/2021	9,294,877	12,393,168	15,491,553	37,179,598
Chile	656	Series G	15,000,000	ThCh\$	7.510%	7.000%	04/01/2016	7,407,468	-	-	7,407,468
Chile	656	Series N	1,500,000	UF	4.900%	4.700%	10/10/2017	-	34,805,094	-	34,805,094
USA	-	-	250,000,000	US\$	4.603%	4.375%	03/13/2018	-	129,687,489	-	129,687,489
<b>Total</b>								<b>36,717,398</b>	<b>176,885,751</b>	<b>15,491,553</b>	<b>229,094,702</b>

ii) Valued as undiscounted flows:

Country	Registration Number	Series	Nominal Amount	Currency	Annual Effective Rate	Annual Nominal Rate	Maturity Date	1 to 3 years ThCh\$	Undiscounted Flows 12.31.2013 3 to 5 years ThCh\$	Over 5 year ThCh\$	Total 12.31.2013 Total ThCh\$
Chile	625	Series E	20,000,000	ThCh\$	6.880%	7.000%	08/15/2015	21,032,240	-	-	21,032,240
Chile	656	Series I	1,600,000	UF	3.900%	3.800%	04/01/2021	11,956,338	14,186,775	16,417,211	42,560,324
Chile	656	Series G	15,000,000	ThCh\$	7.510%	7.000%	04/01/2016	8,016,121	-	-	8,016,121
Chile	656	Series N	1,500,000	UF	4.900%	4.700%	10/10/2017	3,248,886	36,182,672	-	39,431,558
USA	-	-	250,000,000	US\$	4.603%	4.375%	03/13/2018	11,475,844	139,759,383	-	151,235,227
<b>Total</b>								<b>55,729,429</b>	<b>190,128,830</b>	<b>16,417,211</b>	<b>262,275,470</b>

Series E: Semi-annual interest and repayment in two semi-annual installments starting from 02.15.2015.

Series I: Semi-annual interest and repayment in 12 semi-annual installments starting from 10.01.2015.

Series G: Semi-annual interest and repayment in six semi-annual installments starting from 10.01.2013.

Series N: Semi-annual interest and repayment in two semi-annual installments starting from 04.10.2017.

International bond: Semi-annual interest and repayment in one installment on 03.13.2018.

### c) Obligations for non-current swap as of December 31, 2014:

For these financial obligations the discounted flows are equal to the value of the undiscounted contractual flows.

Chilean Tax ID	Debtor Name	Country	12.31.2014			Total
			1 to 3 year ThCh\$	3 to 5 year ThCh\$	Over 5 year ThCh\$	
96667560-8	Tanner Servicios Financieros S.A.	Chile	-	194,438	-	194,438
<b>Total</b>			-	<b>194,438</b>	-	<b>194,438</b>

## 20. Trade Creditors and Other Accounts Payable

These are as follows:

Detail	Balances as of	
	12.31.2014 ThCh\$	12.31.2013 ThCh\$
Minimum Dividend	7,747,123	3,448,330
Loans approved awaiting drawdown (5)	6,331,891	6,347,686
Brokerage creditors at Tanner Corredores de Bolsa S.A.	4,342,166	17,050,939
Leased goods purchase invoices	3,522,316	5,928,782
Factoring creditors (2)	3,513,096	2,817,217
CBP Brokerage creditors	2,561,996	4,274,050
Other documents payable (7)	2,488,532	3,381,731
Advance payments from CBP customers	2,369,300	662,417
Sundry FCI creditors (1)	2,319,156	4,512,680
Advance payments from customers (6)	2,224,139	2,547,860
Import creditors (1)	1,592,438	4,258,115
Surpluses on the return of documents (4)	1,376,316	1,517,988
Other documents payable at Tanner Corredores de Bolsa S.A.	1,374,558	1,110,300
Leasing creditors (3)	770,204	1,399,864
Obligations on covenants at Tanner Corredores de Bolsa S.A.	420,165	2,453,142
Other (8)	2,702,954	1,101,688
<b>Total</b>	<b>45,656,350</b>	<b>62,812,789</b>

- (1) Import creditors and FCI creditors that arise from international factoring transactions performed by the parent company.
- (2) Factoring creditors that arise from national factoring transactions performed by the parent company.
- (3) Leasing creditors that arise from leasing transactions by Tanner Leasing S.A.
- (4) Surpluses on the return of documents released by factoring transactions, and available to be used or withdrawn by customers.
- (5) Loans approved awaiting drawdown.
- (6) Advance payments from customers deposited in favor of Tanner Servicios Financieros S.A. against documents that are subject to collection processes.
- (7) Other documents payable, mostly suppliers and payroll deductions.
- (8) Others accounts payable not included in any of the previous categories.

## 21. Other Provisions, Current

(a) Other short-term provisions are as follows:

	Balances as of	
	12.31.2014 ThCh\$	12.31.2013 ThCh\$
Vacation provision	871,031	912,841
Accrued expense invoices	352,851	346,542
Prepaid corporation tax payable	1,029,620	1,132,065
Other provisions	88,483	581,721
<b>Total</b>	<b>2,341,985</b>	<b>2,973,169</b>

(b) The changes in other short-term provisions are as follows:

Detail	December 31, 2014				
	Vacation provision ThCh\$	Accrued expense invoices ThCh\$	Prepaid corporation tax payable ThCh\$	Other provisions ThCh\$	Total ThCh\$
Initial Balance	912,841	346,542	1,132,065	581,721	2,973,169
Increases	1,227,882	5,093,329	10,513,161	1,792,491	18,626,863
Decreases	(1,269,692)	(5,087,020)	(10,615,606)	(2,285,729)	(19,258,047)
<b>Final Balance 12.31.2014</b>	<b>871,031</b>	<b>352,851</b>	<b>(1,029,620)</b>	<b>88,483</b>	<b>2,341,985</b>

Detail	December 31, 2013				
	Vacation provision ThCh\$	Accrued expense invoices ThCh\$	Prepaid corporation tax payable ThCh\$	Other provisions ThCh\$	Total ThCh\$
Initial Balance	747,255	1,559,651	490,123	36,843	2,833,872
Increases	965,170	3,193,701	9,397,018	4,920,360	18,476,249
Decreases	(799,584)	(4,406,810)	(8,755,076)	(4,375,482)	(18,336,952)
<b>Final Balance 12.31.2013</b>	<b>912,841</b>	<b>346,542</b>	<b>1,132,065</b>	<b>581,721</b>	<b>2,973,169</b>

## 22. Accounts payable, non-current

As of December 31, 2014 and 2013, these were as follows:

Detail	12.31.2014 ThCh\$	12.31.2013 ThCh\$
Rights on sub-leased equipment contracts	3,068,778	-
Long-term lease obligations	128,161	273,364
<b>Total</b>	<b>3,196,939</b>	<b>273,364</b>

## 23. Equity

The main objective of capital management is to maintain an adequate credit risk profile and healthy capital ratios that secure access to capital markets. This is required to meet the medium and long-term objectives of the Company and maximize the return for shareholders.

The Company allocates resources to its principal businesses and does not invest outside these.

The Company's capital is issued ordinary shares, which are recorded at the value received, net of direct issuing costs.

As of December 31, 2014 the Company had issued three share series.

Series	Number of shares Subscribed	Number of shares Paid	Number of shares with voting rights
Series A	32,324	32,324	32,324
Series B	884,854	884,854	884,854
Ordinary Series	294,951	294,951	294,951
<b>Total</b>	<b>1,212,129</b>	<b>1,212,129</b>	<b>1,212,129</b>

As of December 31, 2014, the subscribed and paid capital was ThCh\$195,223,800 for 1,212,129 shares of no par value.

Series	Subscribed Capital ThCh\$	Paid Capital ThCh\$
Series A	5,206,058	5,206,058
Series B	142,513,347	142,513,347
Ordinary Series	47,504,395	47,504,395
<b>Total</b>	<b>195,223,800</b>	<b>195,223,800</b>

A legal obligation is established by Article 79 of Corporate Law 18,046, which provides for a dividend of at least 30% of the net income for each period. This is amply fulfilled by the minimum dividends policy, which establishes the required dividend provision. Therefore, the Company records these dividends as a provision against earnings in equity at the close of the Company's financial statements.

### Retained earnings

As at December 31, 2014, accumulated earnings from the previous years were ThCh\$2,860,908,000, net income for the year was ThCh\$25,823,744, the minimum dividend provision was ThCh\$7,747,123, and the effect of the change in the rate of corporate income tax on deferred taxes was ThCh\$1,545,401, which was recorded in equity, as required by Official Bulletin No. 856 issued by the Superintendent of Securities and Insurance.

### Dividend Distribution

At the Ordinary Shareholders' Meeting dated March 27, 2014 the interim dividend payable from net income for 2013 was ratified, which was paid on November 6, 2013. In addition, a distribution from net income for 2013 of a final dividend of \$2,694.92058 per share totaling ThCh\$3,266,592 was approved, which was also paid on March 27, 2014.

At the Ordinary Shareholders' Meeting dated April 2, 2013, a distribution from net income of 2012 of a dividend of \$6,650 per share totaling ThCh\$5,884,279 was approved, which was also paid on April 2, 2013.

On November 6, 2013 an interim dividend of ThCh\$15,404,202 was paid from net income for 2013.

**Provision for minimum dividends:**

As stated in Note 2 (u) the Company provides 30% of net income each year as a minimum dividend, which was ThCh\$7,747,123 for the period ended December 31, 2014 and ThCh\$3,266,591 for the year ended December 31, 2013. This minimum dividend provision is disclosed within "Trade creditors and other accounts payable".

**Other Reserves**, other reserves were as follows:

**Share premium reserve**, arising from the equity increase in the subsidiary Tanner Corredores de Bolsa de Productos S.A. on one share in Bolsa de Productos de Chile S.A., and from the impact on equity of the transition to IFRS.

**Share premium on capital increase**, arising from the surplus value obtained at the capital increase.

**Dividend reserve fund**, for the payment of potential dividends due on the series B preferred shares, which arise from accumulated un-capitalized earnings to December 31, 2012.

**Market value of derivatives reserve**, arises from the market value of swap investments.

**Capital Increase:**

**2013:**

At the Extraordinary Shareholders' Meeting held on October 29, 2013, it was agreed to:

One) Revoke the part of the capital increase agreed at the extraordinary shareholders' meeting held on August 21, 2012 that had not been subscribed nor paid at that date, and which totaled ThCh\$30,969,311 divided into 211,316 shares.

Two) Increase the capital of the Company by ThCh\$9,618,386 by capitalizing some of the undistributed net income for the year ended December 31, 2012, without issuing shares, leaving the Company's capital at ThCh\$93,829,800 divided into 884,854 shares of the same series with no par value.

Three) Approve the creation of series A, series B preference shares and Ordinary shares, and exchange the existing single series shares for series B preference shares, all of which enjoy full financial and political rights.

Four) Increase the Company's capital from ThCh\$93,829,800, divided into 884,854 fully subscribed and paid shares of the same series with no par value, to ThCh\$195,223,800, divided into 1,212,129 shares. These are divided into 294,951 Ordinary shares, 32,324 series A preference shares and 884,854 series B preference shares. The latter are the 884,854 existing single series shares redeemed on this date. All shareholders shall renounce their right to preferential subscription in favor of Inversiones Gables S.L.U. who will subscribe and pay for 280,203 new Ordinary shares and 30,708 new series A preference shares, and Inversiones Similan S.L.U. Both companies are Spanish and are owned by CIPEF VI Tanner S.a.r.l. and CGPE VI Tanner S.a.r.l., respectively, which are subsidiaries of Capital International Private Equity Fund VI, L.P. and CGPE VI, L.P.

**24. Minority Interests**

As of December 31, 2014 and 2013, minority interests were as follows:

Chilean Tax ID	Company	December 31, 2014							
		Equity ThCh\$	Results ThCh\$	Direct Participation %	Indirect Participation %	Investment Net Income ThCh\$	Minority Interest Equity ThCh\$	Investment Net Income ThCh\$	Minority Interest Net Income ThCh\$
96912590-0	Tanner Leasing S.A.	16,583,067	2,731,540	99,990%	0,00%	16,581,409	1,658	2,731,267	273
77164280-2	Tanner Leasing Vendor Ltda.	21,419,829	2,590,932	99,990%	0,01%	21,419,829	-	2,590,932	-
76313350-8	Tanner Corredores de Bolsa de Productos S.A.	1,766,939	582,991	99,990%	0,01%	1,766,939	-	582,991	-
76133889-7	Tanner Corredores de Seguros Ltda.	1,032,787	922,653	70,000%	0,00%	722,951	309,836	645,857	276,796
93966000-3	Gestora Tanner SpA and Subsidiaries	8,025,212	(368,711)	97,997%	0,00%	7,864,427	280,557	(361,324)	(11,845)
	<b>Total</b>	<b>48,827,834</b>	<b>6,459,405</b>			<b>48,355,555</b>	<b>592,051</b>	<b>6,189,723</b>	<b>265,224</b>

Chilean Tax ID	Company	December 31, 2013							
		Equity ThCh\$	Results ThCh\$	Direct Participation %	Indirect Participation %	Investment Net Income ThCh\$	Minority Interest Equity ThCh\$	Investment Net Income ThCh\$	Minority Interest Net Income ThCh\$
96912590-0	Tanner Leasing S.A.	13,507,810	4,069,413	99,990%	0,00%	13,506,459	1,351	4,069,006	407
77164280-2	Tanner Leasing Vendor Ltda.	18,806,274	1,296,252	99,990%	0,01%	18,806,274	-	1,296,252	-
76313350-8	Tanner Corredores de Bolsa de Productos S.A.	1,357,733	605,763	70,000%	0,00%	950,413	407,320	424,034	181,729
76133889-7	Tanner Corredores de Seguros Ltda.	1,025,220	915,220	70,000%	0,00%	717,654	307,566	640,654	274,566
93966000-3	Gestora Tanner SpA and Subsidiaries	11,415,385	2,402,332	78,620%	0,00%	9,248,148	2,607,648	1,959,194	556,075
	<b>Total</b>	<b>46,112,422</b>	<b>9,288,980</b>			<b>43,228,948</b>	<b>3,323,885</b>	<b>8,389,140</b>	<b>1,012,777</b>

## 25. Compliance Note

As of December 31, 2014, the Company has six lines of commercial paper approved by the Superintendent of Securities and Insurance. These are line 019, line 022, line 025, line 031, line 093 and line 102, dated February 2, 2005, August 29, 2006, June 11, 2007, July 17, 2008, November 7, 2012 and April 30, 2014 respectively. In addition, it has issued seven bonds, six were issued on the domestic market, of which three were issued in Chilean pesos for ThCh\$48,314,034, and three were issued in UF for 4,570,000 UF which is currently equivalent to ThCh\$113,705,019. The international bond was issued on March 13, 2013 in the United States of America, for US\$250,000,000.

### Commercial paper

The Company must comply with certain indicators, according to the terms established in the respective prospectuses, which must be reported quarterly in the financial statements under IFRS. The reported indicators are described in paragraphs 5.5.1 (Limits to indices and ratios), 5.5.2 (Obligations, limitations and prohibitions), 5.5.3 (Maintenance, replacement or renewal of assets) and 5.5.6 (Effects of mergers, divisions or other) of the respective prospectuses. They are reported by the Company's legal representative who certifies to the best of his knowledge the status of the above indicators, which has been copied here.

"Mario Arturo Chamorro Carrizo, General Manager and Legal Representative of Tanner Servicios Financieros S.A. certify that to the best of my knowledge the Company fully complies with all the obligations, limitations, prohibitions and other commitments made under the terms and conditions specified by the Superintendent of Securities and Insurance for the registration of lines of commercial paper at this date, and that the following limits to indices and/or financial ratios are applicable at this date".

Limits to indices	Limit	12.31.2014	12.31.2013
Total Equity / Total Assets	Minimum 10%	27,12%	29,01%
Currents Assets / Current Liabilities	Minimum 1,00	1,75	1,88
<b>Equity Minimum</b>	<b>ThCh\$ 21,000,000</b>	<b>ThCh\$ 223,160,412</b>	<b>ThCh\$ 206,868,873</b>

Total equity ThCh\$223,160,412. Minimum requirement is ThCh\$21,000,000 for all lines of commercial paper, except for line 093, where the minimum equity required is ThCh\$60,000,000.

### Bonds:

The bond contracts require the Company to comply with the following limits to its financial indicators:

Indicator	ThCh\$	Factor 12.31.2014	Limit
1. <u>Liabilities</u> Equity	<u>599,723,670</u> 223,160,412	2.69	< 7.5 times (a)
2. <u>Unencumbered Assets</u> Unsecured liabilities	<u>822,884,082</u> 599,723,670	1.37	> 0.75 times (b)

3. Total equity ThCh\$223,160,412. Minimum requirement is ThCh\$21,000,000 for all bond lines, except for line BTANN-N, where the minimum equity required is ThCh\$60,000,000 (c).

- a) Borrowing, measured on the consolidated financial statements, where the ratio of liabilities to total equity should not exceed 7.5 times. Furthermore, liabilities includes the obligations arising from issuing guarantees, whether they are simple or joint and several, and those that arise directly or indirectly from obligations to third parties.

Liabilities means total current and non-current liabilities in the consolidated financial statements.

- b) Ensure that the Company's assets, free of any pledge, mortgage or other encumbrance, exceed 75% of liabilities, in accordance with the consolidated financial statements.
- c) Ensure that the Company's equity is at least ThCh\$21,000,000 for all the lines, except the line 756, where the minimum equity required is ThCh\$60,000,000, in accordance with the consolidated financial statements.

## Covenants with Corporación Interamericana de Inversiones

### Banco Interamericano de Desarrollo indices:

As of December 31, 2014 and 2013, the BID indices were as follows:

	Limit	12.31.2014	12.31.2013
Portfolio overdue over 90 days / Total portfolio (1)	$\leq 3,0\%$	2.00%	1.30%
Equity / Total assets (1)	Min. 11%	27.10%	28.70%
Portfolio overdue over 90 days plus foreclosed goods - provisions / Equity, (1)	$\leq 0$	-4.10%	-6.20%
Equity (ThCh\$) (1)	$\geq 12.000$	223.160	206.869
CLI loan / Equity US\$ (1)	$\leq 33\%$	4.10%	3.80%
10 largest customers $\leq 20\%$ of the total (2)		16.20%	11.50%
10 largest receivables $\leq 18\%$ of the total (2)		12.60%	6.70%

**Notas** (1) Figures at the close, previously these were moving averages.  
(2) Figures based on moving averages for the past 12 months.  
Pesca Chile, Acuinova and Nova Austral are not included.

## Covenants with DEG

As of December 31, 2014 and 2013, the DEG indices were as follows:

	Financial Covenants relating to:	Limit	12.31.2014	12.31.2013
1)	Solvency Ratio	$\geq 11\%$	27.1%	28.7%
2)	Asset Quality (1) Larger customer exposure	$\leq 20\%$ $\leq 35\%$	20.6% 26.8%	14.1% 20.0%
3)	Loan exposure	$\leq 15\%$	4.0%	3.9%
4)	Larger customer exposure	$\leq 20\%$	14.1%	12.5%
5)	Related party lending ratio	$\leq 15\%$	0.5%	1.8%
6)	Market risk Exposure by sector	$\leq 30\%$	20.3%	23.6%
7)	Aggregate foreign currency position	$-25\% \leq X \leq 25\%$	1.4%	-5.5%
8)	Individual foreign currency position	$-25\% \leq X \leq 25\%$	1.4%	-5.5%
9)	Liquidity risk Liquidity exposure	$\geq 100\%$	156.5%	165.6%
10)	Stable net financing exposure	$\geq 100\%$	174.8%	210.2%

Note (1) A report has been sent to DEG and an extension has been requested, based on current market conditions.

## Covenant definitions:

1) Solvency Ratio :	$\frac{\text{Total equity}}{\text{Total assets}}$
2) Larger customer exposure	$\frac{\text{Loans to the largest 10 customers}}{\text{Total loans}}$ $\frac{\text{Loans to the largest 20 customers}}{\text{Total loans}}$
3) Loan exposure	$\frac{\text{Overdue > 90 days + renegotiated loans - provisions - cash guarantees for overdue loans}}{\text{Total equity}}$
4) Larger customer exposure	$\frac{\text{Loans to largest customer group}}{\text{Total equity}}$
5) Related party lending ratio	$\frac{\text{Accounts receivable from related companies}}{\text{Total equity}}$
6) Exposure by sector	$\frac{\text{Factoring and leasing placements to largest economic sector}}{\text{Total factoring and leasing placements}}$
7) Aggregate foreign currency position	$\frac{\text{Assets in foreign currency - liabilities in foreign currency}}{\text{Total equity}}$
8) Individual foreign currency position	$\frac{\text{Assets in foreign currency - liabilities in foreign currency}}{\text{Total equity by currency}}$
9) Liquidity exposure	$\frac{\text{Liquid assets less than 90 days} + \text{Other liabilities less than 90 days}}{\text{Financing less than 90 days}}$
10) Stable net financing exposure	$\frac{\text{Liabilities more than 1 year} + \text{total equity}}{\text{Placements more than 1 year} + \text{Other non-liquid assets more than 1 year}}$

## 26. Contingencies and Restrictions

### Direct Guarantees

As of December 31, 2014, there were no direct guarantees.

### Indirect Guarantees

As of December 31, 2014, there were no indirect guarantees.

### Court cases and other legal actions

#### Case Number 1

File: Ortuzar versus Factorline S.A. (currently Tanner Servicios Financieros S.A.)

Court: Second Civil Court at Rancagua

Register: 9857-2012

Description: Regular Small Claims, compensation for damages

Amount: \$17,284,000

Started: August 13, 2012

The defendant issued a check for the benefit of a client, who factored it to us. When it was submitted for collection, it was rejected due to lack of funds. That rejection was reported to the respective commercial records. The defendant argues that Tanner had not provided any financing for the purchase of the check, and that publishing this rejection without just reason caused damages.

Status as at December 31, 2014: Final judgment was given on November 19 2013, which fully rejects the demand without costs for no justifiable reason to litigate. Pending notification of final judgment. The case was filed in the court records of Rancagua on March 27, 2014.

#### Case Number 2

File: Tanner Servicios Financieros S.A. versus the Tarapaca Regional Government.

Court: Second Civil Court at Iquique.

Register: 511-2013

Description: Tax refund in regular trial (counterclaim).

Amount: \$682,667,416

Started: 4/26/2013

Counterclaim in which Tanner requests that the Court legally supports the repayment of funds retained by the Regional Government.

In the First Region for debts arising on unpaid invoices. The plaintiff requested the refund of funds frozen during the collection process of invoices by the First Civil Court at Iquique, a process in which a final judgment in favor of Tanner Servicios Financieros S. A. was rejected, resulting in this trial to recover the funds.

Status as at December 31, 2014: On October 2, 2014 the parties were summoned to hear judgment, which to date has not been issued.

### Other contingencies

As of December 31, 2014 there are no other contingencies to report.

### Restrictions

As of December 31, 2014 there are no restrictions to report.



## 27. Guarantees from Third Parties

As of December 31, 2014 and 2013, the main guarantees from third parties were as follows:

- 1) Warrant for polyethylene for \$662,440,800.
- 2) Warrant for paper board for \$754,140,700.
- 3) Mortgage on a motorboat for UF 13,910.
- 4) Mortgage on a motorboat for UF 16,160.
- 5) Mortgage on a property called Parcela Los Rieles de Lonquén, in Isla de Maipo municipality, its official valuation is \$458,015,000.
- 6) Mortgage on a property called Fundo Tralhueños, in San Felipe municipality, its official valuation is \$970,960,000.
- 7) Mortgage on a property located in Argomedo 639, in Osorno municipality, its official valuation is \$437,861,600.
- 8) Mortgage on a property located in the Pan de Azúcar Sector, in Coquimbo Region, for \$180,000,000.
- 9) Mortgage on a property located at Colo Colo 816, in Ñuñoa municipality, for \$172,930,000.
- 10) Mortgage on a property located near Lake Ranco, plot number forty-four in the indigenous reserve run by Mr Juan Huenupan, located in Illahuape, for \$300,000,000.
- 11) Mortgages on 27 plots located in Chicureo, in Colina municipality, in the Metropolitan Region, its official valuation is 165,988 UF; against a line of credit for 57,000 UF.
- 12) Mortgages on five properties in the municipalities of Paine and Buin, for \$4,942,701,000.

On December 31, 2014, the Company had no other guarantees from third parties to report.

## 28. Description of Revenue and Expenditure

### (a) Revenue from ordinary activities

As of December 31, 2014 and 2013, ordinary revenue was as follows:

		Accumulated	
		01.01.2014 12.31.2014 ThCh\$	01.01.2013 12.31.2013 ThCh\$
Product			
Interest	Factoring	6,838,430	7,944,435
Interest	Loans	2,044,950	-
Interest	Automotive	49,581,355	44,802,003
Interest	Leasing	8,092,082	8,088,015
Inflation Adjustments	Factoring	1,365,103	(236,196)
Inflation Adjustments	Loans	(43,315)	-
Inflation Adjustments	Automotive	(453,347)	(418,394)
Inflation Adjustments	Leasing	3,580,083	913,658
Comissions	Factoring	2,488,130	3,088,739
Comissions	Loans	320,575	-
Comissions	Leasing	325,151	700,067
Differences in price	Factoring	27,149,693	26,564,040
Other income	Automotive	4,708,786	3,692,841
Other income	Factoring	3,326,411	3,141,788
Other income	Leasing	3,000,200	721,896
Other income (*)		5,771,451	11,968,029
<b>Total</b>		<b>118,095,738</b>	<b>110,970,921</b>

(\*) Revenue from the subsidiaries Tanner Corredores de Bolsa de Productos S.A., Tanner Corredores de Seguros Ltda. and Tanner Corredores de Bolsa S.A. are included, which are mainly brokerage, advisory commissions and consulting services.

### (b) Cost of Sales

As of December 31, 2014 and 2013, cost of sales was as follows:

		Accumulated	
		01.01.2014 12.31.2014 ThCh\$	01.01.2013 12.31.2013 ThCh\$
Product			
Interest	Factoring	8,097,344	9,390,161
Interest	Loans	1,081,362	-
Interest	Automotive	9,097,878	8,845,903
Interest	Leasing	5,634,326	3,614,989
Comissions	Factoring	256,051	228,808
Comissions	Automotive	11,922,003	11,879,312
Comissions	Leasing	13,712	-
Write off and provisions	Factoring	8,047,073	7,591,111
Write off and provisions	Automotive	7,684,552	7,796,430
Write off and provisions	Leasing	4,049,311	2,349,797
Other Costs	Factoring	1,425,603	294,572
Other Costs	Automotive	371,556	206,996
Other Costs	Leasing	1,502,293	783,487
Other Costs	Other (*)	2,591,835	1,998,979
<b>Total</b>		<b>61,774,899</b>	<b>54,980,545</b>

(\*) Costs from the subsidiaries Tanner Corredores de Bolsa de Productos S.A., Tanner Corredores de Seguros Ltda. and Tanner Corredores de Bolsa S.A. are included.

### (c) Administration expenses

As of December 31, 2014 and 2013, administration expenses were as follows:

	01.01.2014 12.31.2014 M\$	Accumulated 01.01.2013 12.31.2013 M\$
Personnel expenses	20,726,648	18,998,060
Third-party services	1,460,310	1,678,440
Advice and consultancy	847,392	1,057,746
Leases and insurance	916,917	711,444
General expenses	4,413,192	3,699,931
Depreciation y amortization	890,941	641,704
Other expenses (*)	2,218,935	1,678,879
<b>Total</b>	<b>31,474,335</b>	<b>28,466,204</b>

(\*) These are mainly collection costs, un-recoverable taxes, notary and legal expenses, etc.

### (d) Other income, by function

	12.31.2014 ThCh\$	Balances as of 12.31.2013 ThCh\$
Sale of fixes asset properties	854,918	-
Other non-operational revenue	721,419	501,159
<b>Total</b>	<b>1,576,337</b>	<b>501,159</b>

### 29. Earnings per share

As of December 31, 2014 and 2013, earnings per share were as follows:

	12.31.2014 ThCh\$	Accumulated 12.31.2013 ThCh\$
<b>Basic earnings per share</b>		
Basic earnings (loss) per share on continuing operations	21,304.45	19,419.04
Basic earnings (loss) per share on discontinued operations	-	-
<b>Total basic earnings per share</b>	<b>21,304.45</b>	<b>19,419.04</b>
<b>Diluted earnings per share</b>		
Diluted earnings (loss) per share on continuing operations	21,304.45	19,419.04
Diluted earnings (loss) per share on discontinued operations	-	-
<b>Total diluted earnings per share</b>	<b>21,304.45</b>	<b>19,419.04</b>

### 30. Fair value of financial assets and liabilities

The Company classifies and values its financial instruments as follows:

Level 1: Where there are observable prices in active markets for these instruments or specific transactions.

Level 2: Where there are no market prices for these specific instruments or observable prices are sporadic, their valuation is inferred from observable factors, such as quoted prices for similar instruments in active markets.

Level 3: Where there are no observable factors nor quoted prices, and their value cannot be inferred directly from prices in active markets.

Financial instruments at their fair value by classification level are as follows:

Detail	Level 1		Level 2		Level 3		Total	
	12.31.2014 ThCh\$	12.31.2013 ThCh\$	12.31.2014 ThCh\$	12.31.2013 ThCh\$	12.31.2014 ThCh\$	12.31.2013 ThCh\$	12.31.2014 ThCh\$	12.31.2013 ThCh\$
Financial Assets								
Derivative contracts								
Forwards	19,010,434	24,225,268	-	-	-	-	19,010,434	24,225,268
Net Swap Contracts	5,101,351	1,447,919	-	-	-	-	5,101,351	1,447,919
<b>Sub total</b>	<b>24,111,785</b>	<b>25,673,187</b>	-	-	-	-	<b>24,111,785</b>	<b>25,673,187</b>
Investment Instruments								
Investments in US\$ Bonds	18,661,963	17,023,570	-	-	-	-	18,661,963	17,023,570
Promissory notes with banks and financial institutions	158,139	530,702	-	-	-	-	158,139	530,702
<b>Sub total</b>	<b>18,820,102</b>	<b>17,554,272</b>	-	-	-	-	<b>18,820,102</b>	<b>17,554,272</b>
<b>Total</b>	<b>42,931,887</b>	<b>43,227,459</b>	-	-	-	-	<b>42,931,887</b>	<b>43,227,459</b>
Financial Liabilities								
Obligations on forwards	19,086,954	24,608,182	-	-	-	-	19,086,954	24,608,182
<b>Sub total</b>	<b>19,086,954</b>	<b>24,608,182</b>	-	-	-	-	<b>19,086,954</b>	<b>24,608,182</b>
<b>Total</b>	<b>19,086,954</b>	<b>24,608,182</b>	-	-	-	-	<b>19,086,954</b>	<b>24,608,182</b>

### 31. The Environment

Due to the nature of the business of the parent company and its subsidiaries, no environmental protection costs were incurred.

### 32. Remuneration of the Board

At the Extraordinary Shareholders' Meeting held on April 2, 2013, the remuneration for the Directors of the parent company was agreed at 100 UF for each Board meeting attended. There is no remuneration for directors of subsidiary companies.

### 33. Penalties

The parent company, its subsidiaries, its directors and executive officers have not been sanctioned by the Superintendent of Securities and Insurance or any other regulatory agency during the year.

### 34. Relevant Facts

On January 30, 2014 the Board accepted the resignation of the General Manager Mr. Sergio Contardo Pérez, who terminated his duties on January 31, 2014. At the same meeting, the Board appointed Mr. Mario Chamorro Carrizo as General Manager of Tanner Servicios Financieros S.A. who commenced his duties on February 3, 2014.

On April 1, 2014 Mr. Guillermo Larrain Rios submitted his resignation as Director of Tanner Servicios Financieros S.A.

On April 9, 2014 Tanner Servicios Financieros S.A. acquired 2,999 shares issued by Tanner Corredores de Bolsa de Productos S.A., and the subsidiary Tanner Leasing S.A. acquired 1 share in the same company. Therefore, Tanner Servicios Financieros S.A. directly owns 99.999% of the shares issued by Tanner Corredores de Bolsa de Productos S.A., and indirectly 100%.

On April 9, 2014 Tanner Servicios Financieros S.A. placed bonds on the local market for UF 1,470,000 with a 5 year term.

On April 29, 2014 the Board accepted the resignation of Mr. Guillermo Larrain Rios as Director and appointed Mr. Fernando Tafrá Sturiza to replace him.

On November 26, 2014 Tanner Servicios Financieros S.A. placed bonds on the local market for ThCh\$20,000,000 with a 2 year term.

### 35. Subsequent Events

On January 28, 2015 the Company placed bonds for UF 1,000,000 with a 5 year term.

In February 2015 Tanner Servicios Financieros S.A. registered with the Superintendent of Securities and Insurance a line of commercial paper for ThCh\$100,000,000 with a 10 year term.

No other events have occurred between December 31 2014 and the date these financial statements were issued on February 26, 2015, which could significantly affect them.