



Tanner.

CORPORATE RESULTS 3Q2020



NOVEMBER | 2020

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- **Tanner at a Glance**
- Corporate Results
- Balance Sheet

Note: CLP figures converted to US\$ at the rate of \$821.23, the *dolar observado* or observed exchange rate as of October 1, 2020.

Tanner at a Glance

» Tanner is a non-bank financial institution from Chile with over 27 years of experience and a leading position within the auto financing and factoring industries.

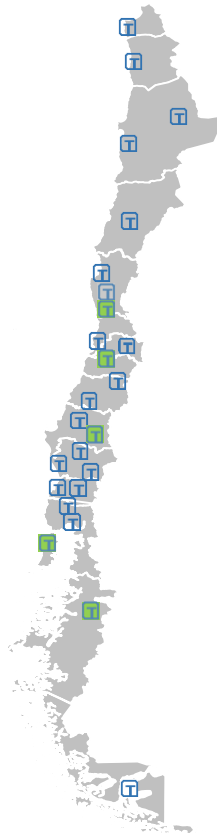
» Stands on highly diversified, strategically built loan and funding portfolios:

- No business line represents more than 43% of total gross loans.
- Loans distributed across 17+ industries.
- Top five customers represent less than 10% of our loan portfolio.
- No single creditor represents more than 4% of our funding

» Our business model is based on operational excellency, offering timely services enabled by vanguard technological developments.

» Highest standards of corporate governance, with a premier management team and board, supported by experienced shareholders.

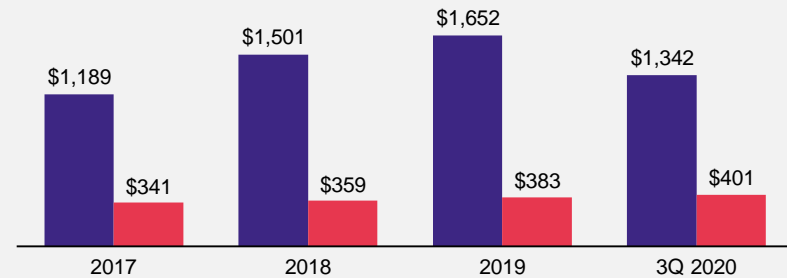
» One of Chile's highest ROAA across the finance industry



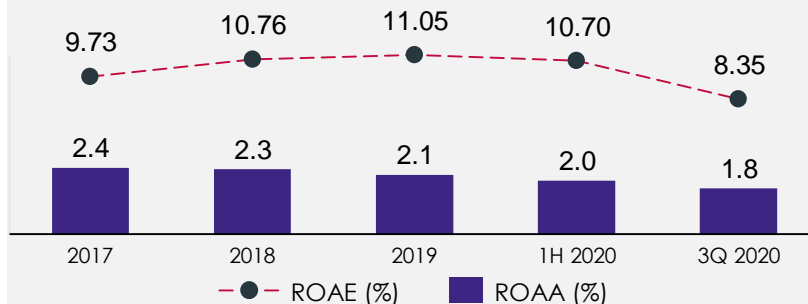
Physical Branch
 Virtual Branch

NET LOANS & EQUITY (MUS\$)

Net Loans '17-'3Q20 CAGR: 4.5%
Equity '17-'3Q20 CAGR: 6.0%

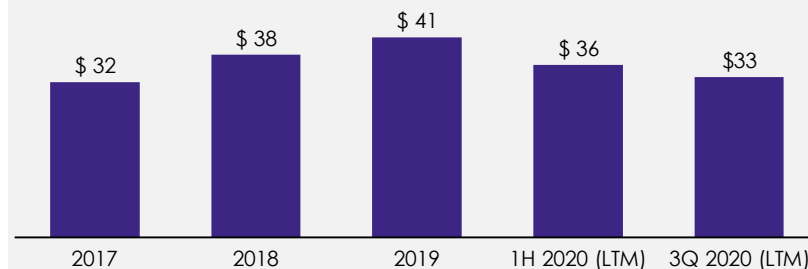


PROFITABILITY (1)(2)



NET PROFIT (MUS\$)

'17-'3Q20 CAGR: 1.1%



Intl.
Rating

BBB-

S&P Global
Ratings

FitchRatings

Local
Rating

AA-

FellerRate
Clasificadora
de Riesgo



Humphreys
CLASIFICADORA DE RIESGO

(1) ROAE = Net Profit LTM / Average Equity

(2) ROAA = Net Profit LTM / Average Assets

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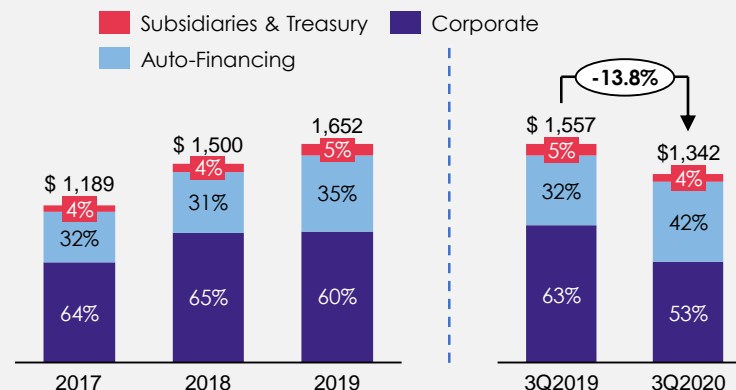
HIGHLIGHTS

- Net profit totaled US\$ 24 million during the first nine months of 2020.
- Profits fell by 25,7% YoY with a contraction of 18,8% YTD in net loans.
- NPL's over 90 days have improved compared to levels observed during 1S 2020.
- During 2020 Tanner has secured funding for all expected operations, all new efforts focus on 2021 funding needs.

NET LOANS DISTRIBUTION

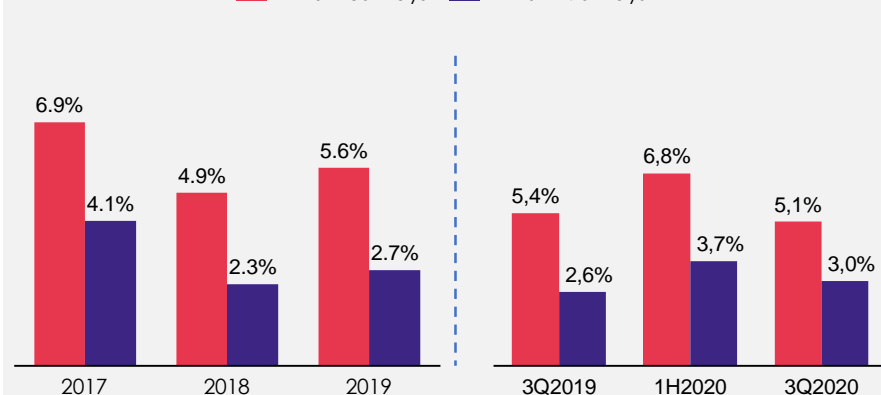
(MUS\$)

'17-'3Q20 CAGR: 4.5%



NON PERFORMING LOANS (1)

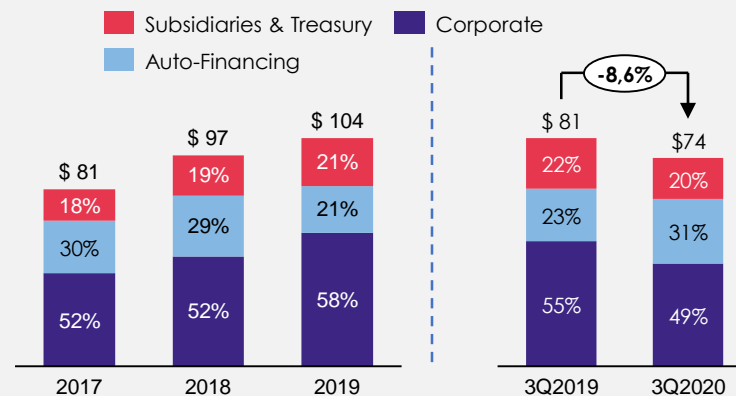
NPLs > 30 Days NPLs > 90 Days



GROSS MARGIN DISTRIBUTION (2)

(MUS\$)

'17-'3Q20 CAGR: -3.2%



(1) Mora = Non performing loans / (Loans + Provisions)

(2) Gross Margin considers portfolio deterioration.

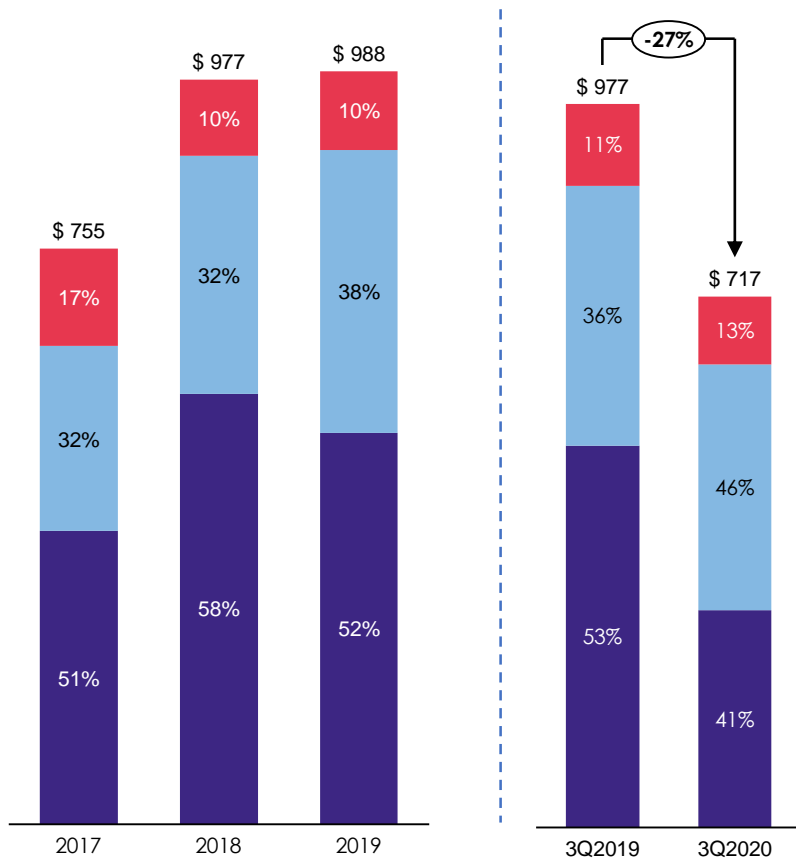


NET LOANS

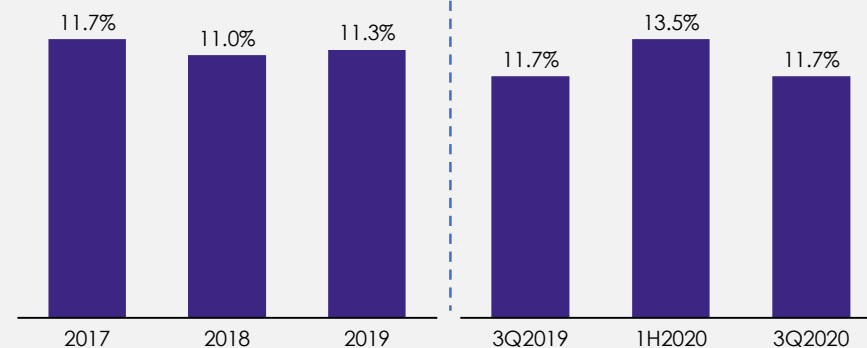
(MUS\$)

'17-'3Q20 CAGR: -1.9%

■ Leasing
■ Factoring
■ Corporate Loans

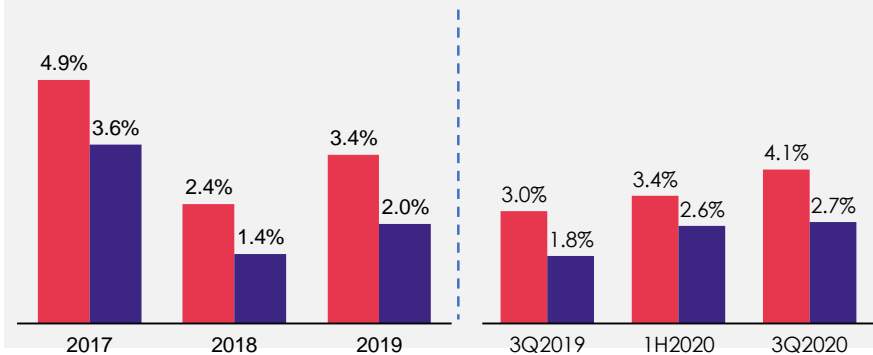


YIELD(1)



NON PERFORMING LOANS (2)

■ NPLs > 30 days
■ NPLs > 90 days



(1) Yield = LTM Income / Average Net Loans

(2) NPL'S = Non performing loans / (Loan Stock + Provisions)

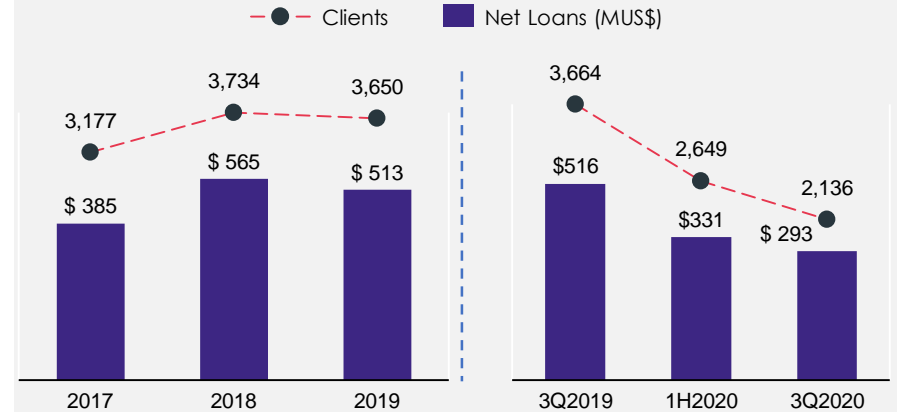


HIGHLIGHTS

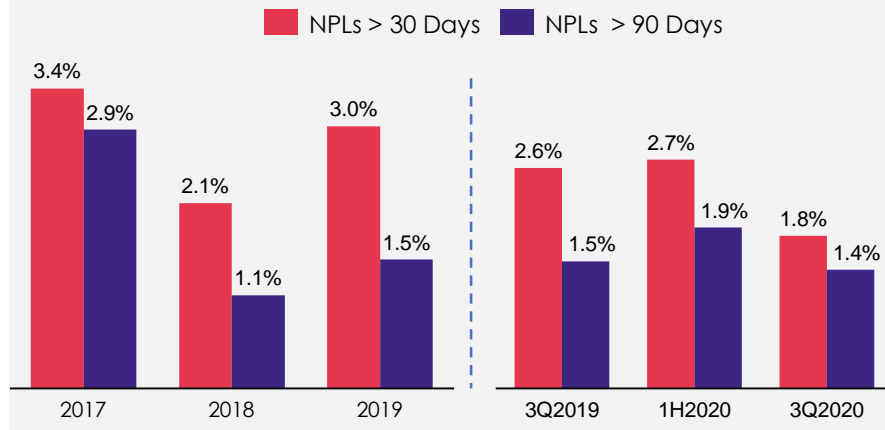
- Nonperforming loans remain under 2%, decreasing from levels observed during 1S 2020 despite lower net loans.
- Lower placements during the first nine months of 2020 compared to December 2019 due to product seasonality and lower activity caused by Covid-19.
- Product composition:
 - **Invoices**: these add up to over 68.2% of total factoring volume.
 - **Confirming**: represents approximately 5.7%.
 - **Checks and Promissory Notes**: these represent around 18.1% and 3.8% of total Factoring volume, respectively.

NET LOANS AND NUMBER OF CLIENTS

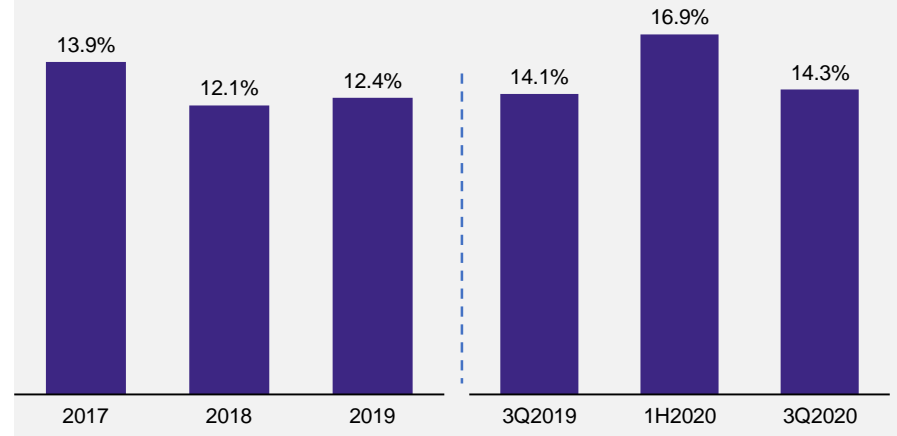
'17-'3Q20 CAGR: -9.5%



NON PERFORMING LOANS (1)



YIELD (2)



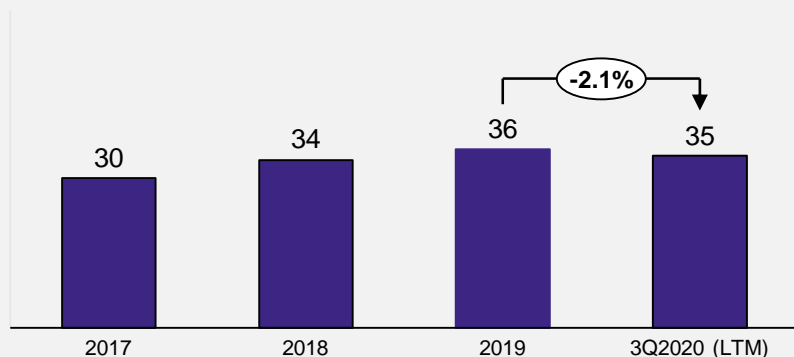
(1) NPL'S = Non performing loans / (Loan Stock + Provisions)

(2) Yield = LTM Income / Average Net Loans

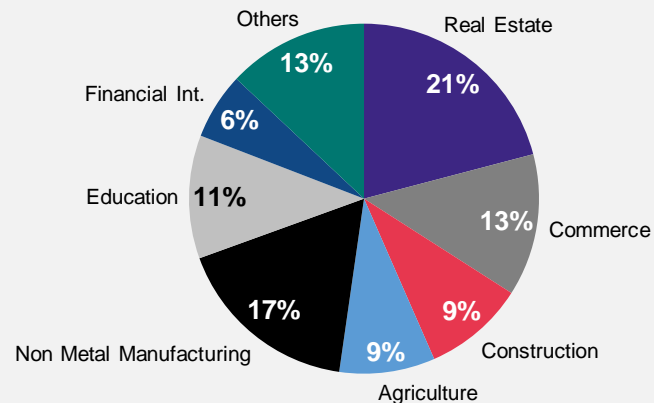


GROSS MARGIN MUS\$ (1)

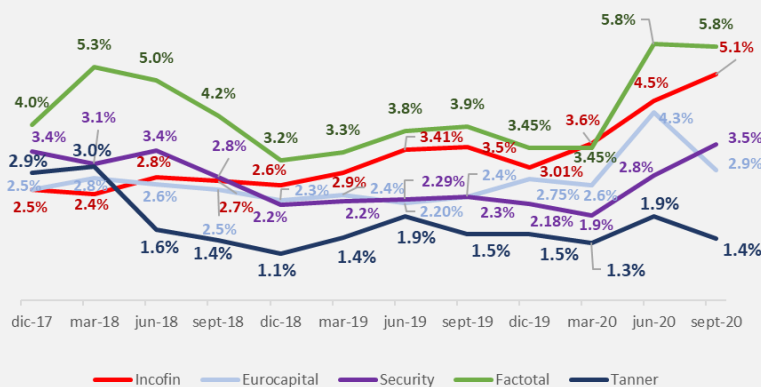
'17-'3Q20 CAGR: 7.8%



LOAN PORTFOLIO INDUSTRY DISTRIBUTION (2)

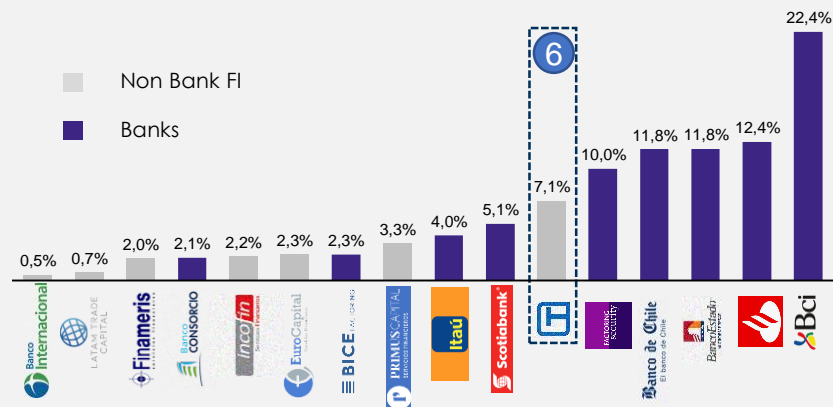


NON PERFORMING LOANS (3)



LARGEST NON BANK FACTORING IN THE SYSTEM

(Market share as % of gross loans)



(1) Gross Margin considers portfolio risk charge
(2) Based on SII's classifications.

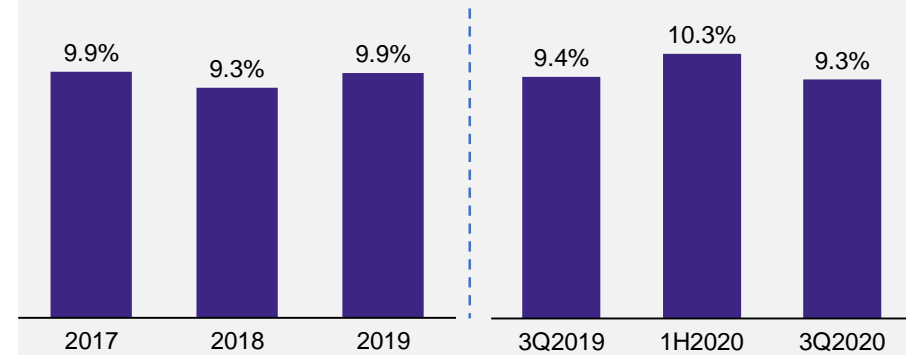
(3) NPL'S = Non performing loans / (Loan Stock + Provisions)



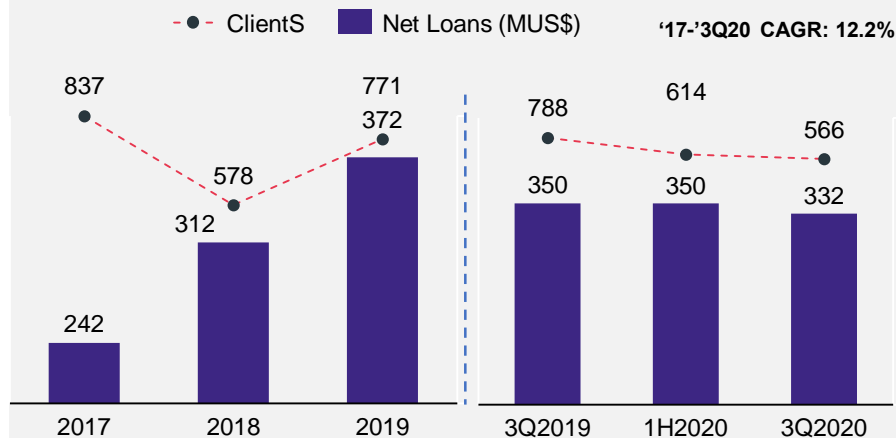
HIGHLIGHTS

- Decreasing placements in Corporate Loans compared to 2019, Leasing placements also decrease as strategy turns exclusively to real estate leases.
- The main focus during 2020 has improving our portfolio's guarantee positions, along with stricter risk control policies in both products.

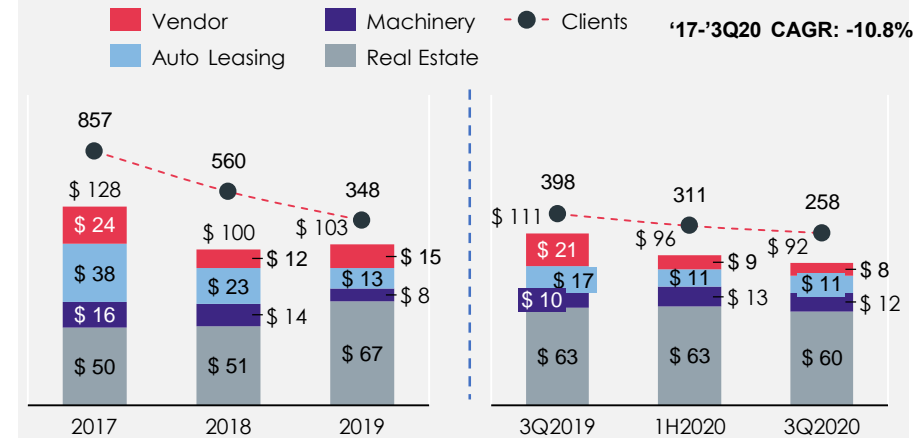
YIELD (1)



CORPORATE LENDING: NET LOANS AND NUMBER OF CLIENTS



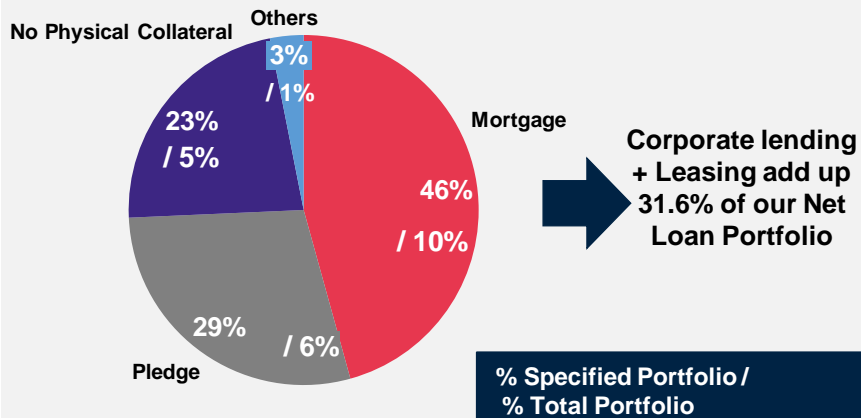
LEASING: NET LOANS AND NUMBER OF CLIENTS



(1) Yield = LTM Income / Average Net Loans



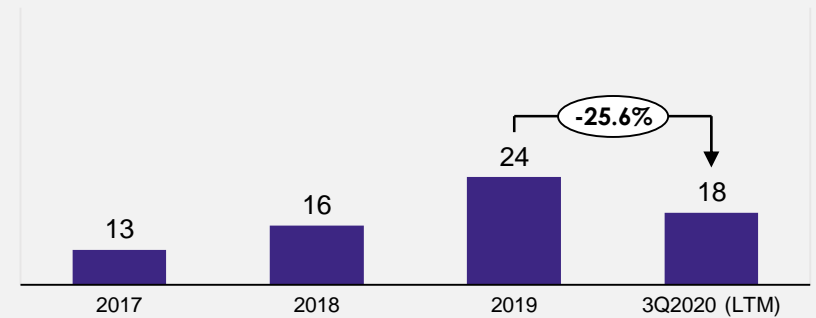
CORPORATE LENDING & LEASING COLLATERALS



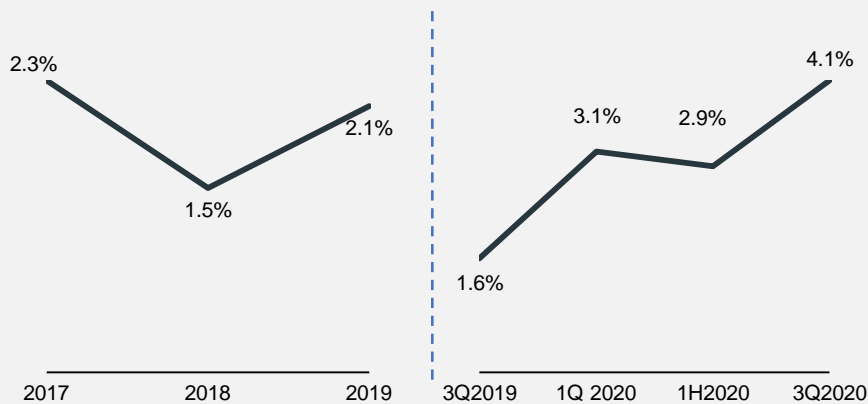
GROSS MARGIN CORPORATE LENDING + LEASING

(MUS\$)

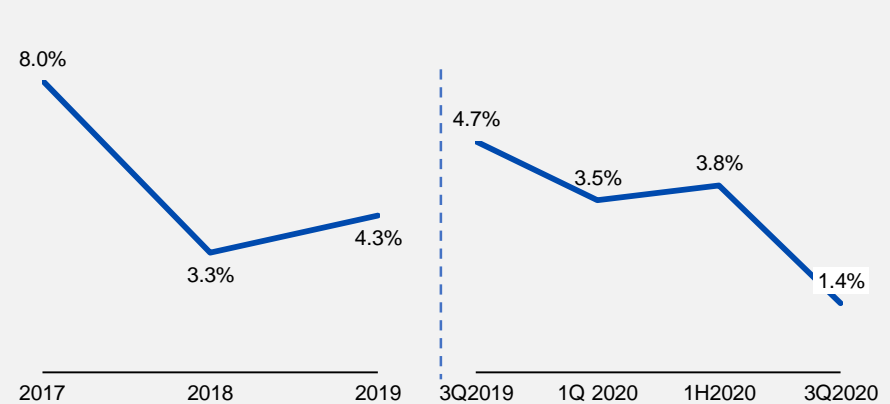
'17-'3Q20 CAGR: 11.8%



CORPORATE LOANS: NPL'S > 90 DAYS (1)



LEASING: NPL'S > 90 DAYS (1)



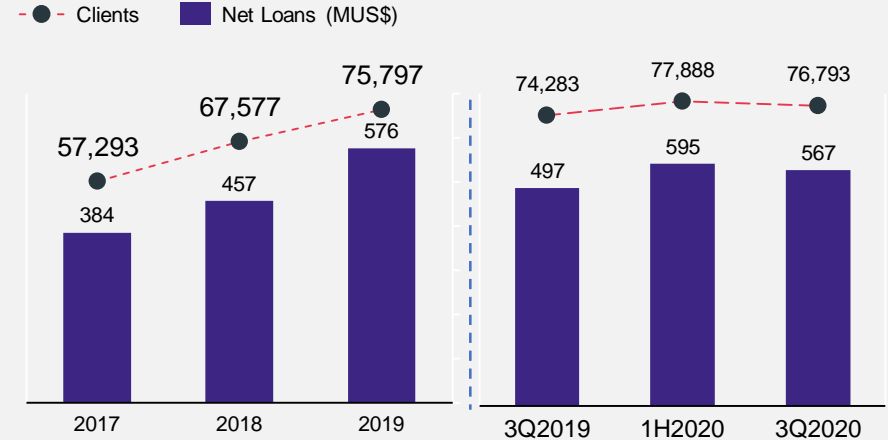


HIGHLIGHTS

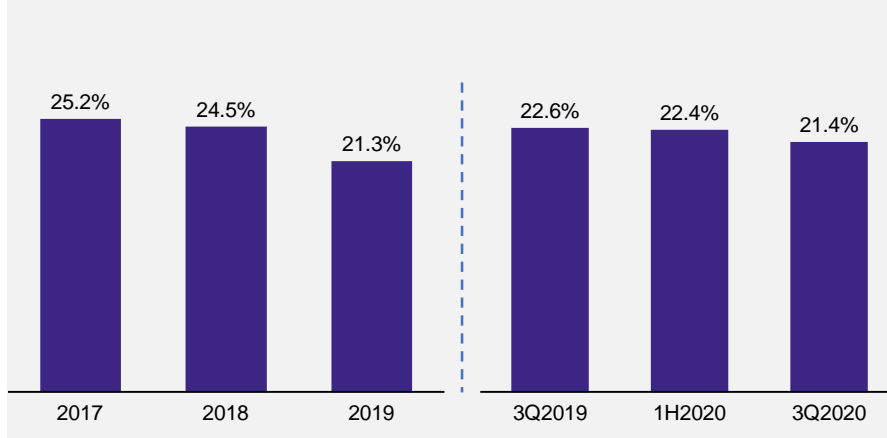
- Tanner has diversified into three sales channels:
 - 1) AMICAR
 - 2) Dealers
 - 3) Direct.
- During the third quarter of 2020 we observe higher activity in the automotive industry.
- Our agreement with CrediNissan continues to boost the portfolio while improving its risk profile.
- The portfolio is currently comprised of 89% new cars / 11% used.

NET LOANS AND NUMBER OF CLIENTS

'17-'3Q20 CAGR: 15.2%

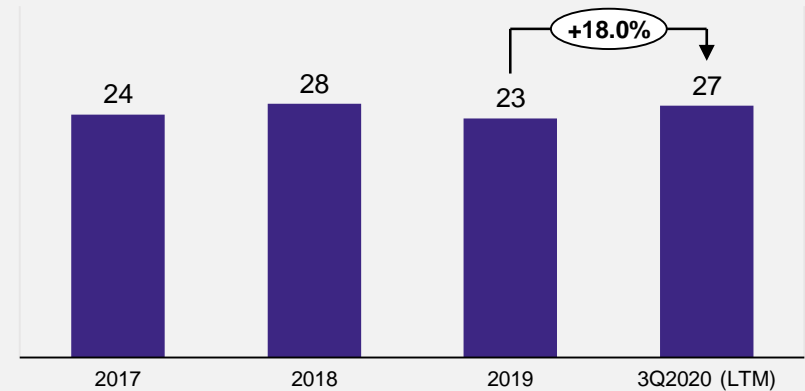


YIELD (1)



GROSS MARGIN (2) (MUS\$)

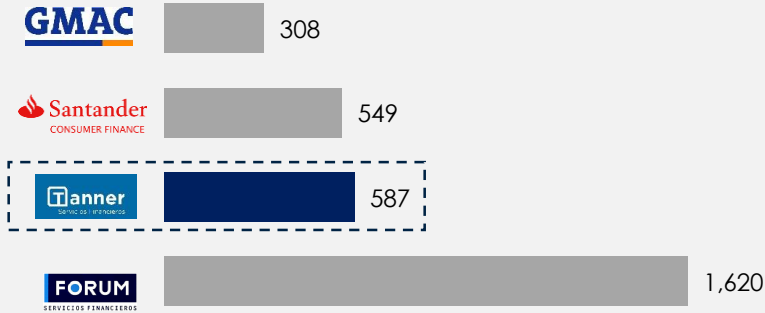
'17-'3Q20 CAGR: 4.1%



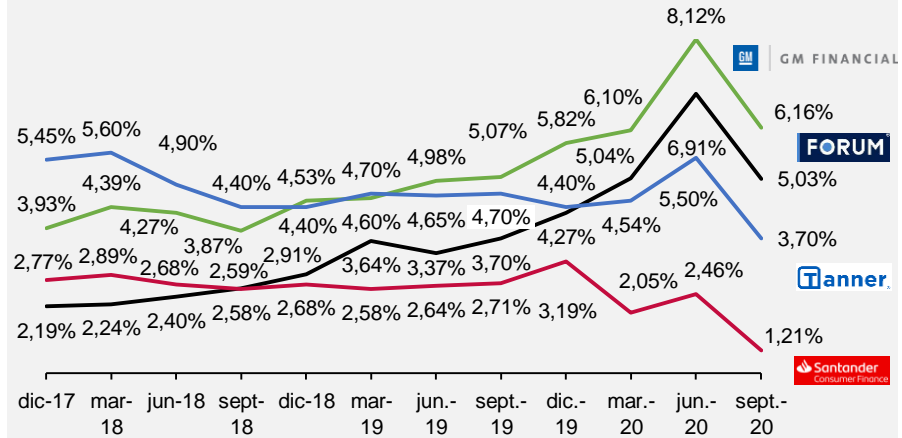
(1) Yield = LTM Income / Average Net Loans
(2) Gross Margin considers portfolio risk charge



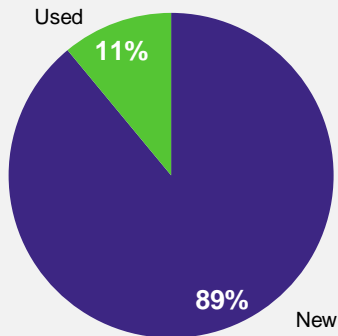
STRONG PRESENCE IN THE AUTO FINANCING INDUSTRY (GROSS LOANS 3Q 2020)



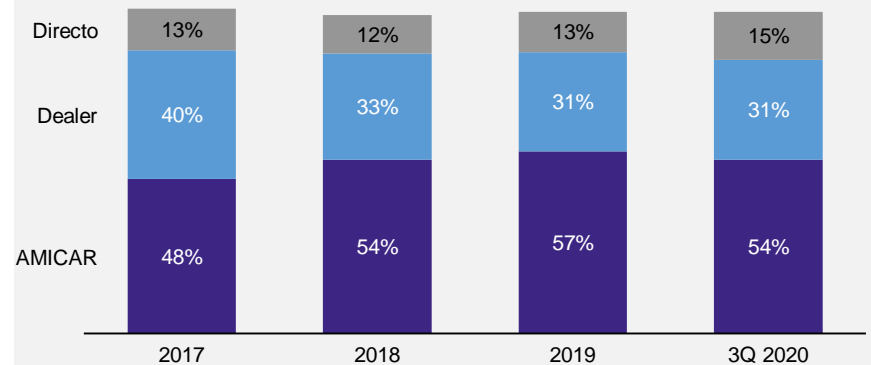
NPL's > 90 Days (1)



PORTFOLIO DISTRIBUTION



DISTRIBUTION BY SALES CHANEL

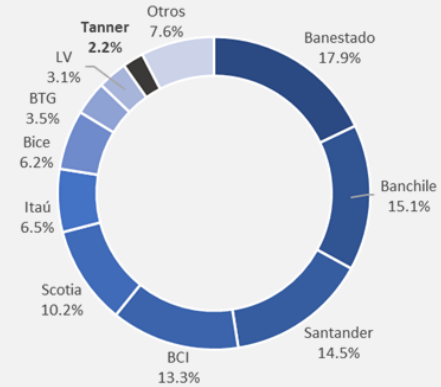




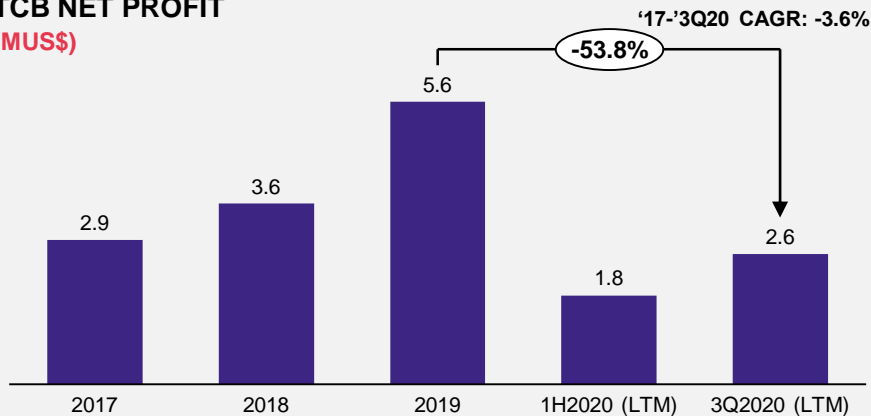
HIGHLIGHTS

- After the first nine months of 2020 TCB manages to reverse losses with net profits totaling US\$ 2 million.
- We can observe important recovery of the Fixed Income business line.
- Tanner AGF will soon launch a new private leaseback fund.

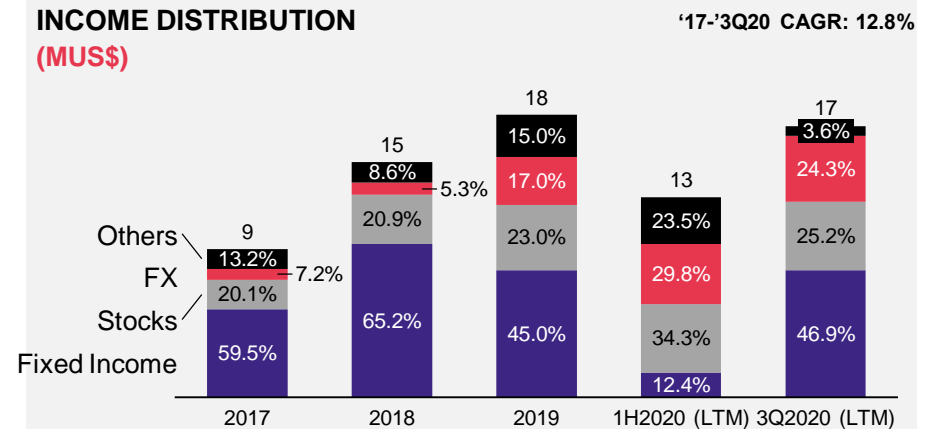
BROKERAGE RANKING 3Q 2020*



TCB NET PROFIT (MUS\$)



INCOME DISTRIBUTION (MUS\$)



A high-angle, top-down photograph of a warehouse floor. A worker wearing a bright yellow safety vest and a blue hard hat is operating a black pallet jack. The worker is positioned in the lower center of the frame, moving towards the upper left. The floor is made of large, light-colored concrete tiles. Several wooden pallets are visible, some of which are stacked with cardboard boxes. The boxes are brown and some have yellow tape. The overall scene is a busy industrial environment.

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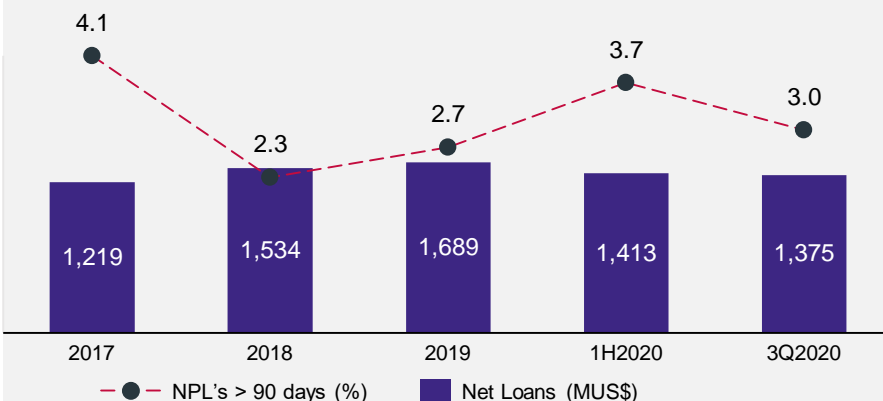
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- **Balance Sheet**

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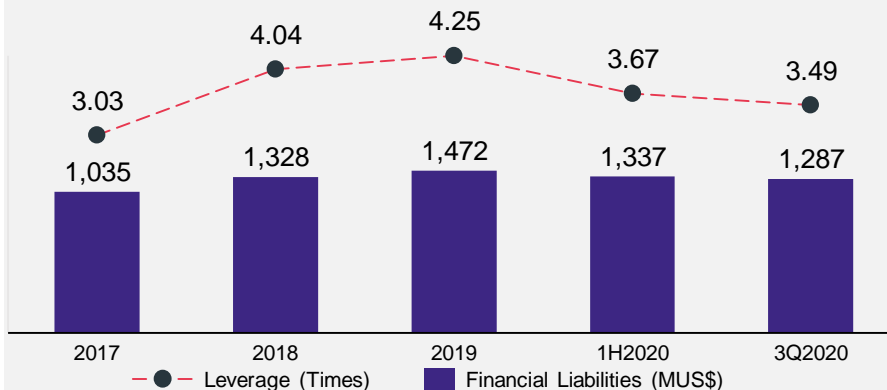


Balance Sheet

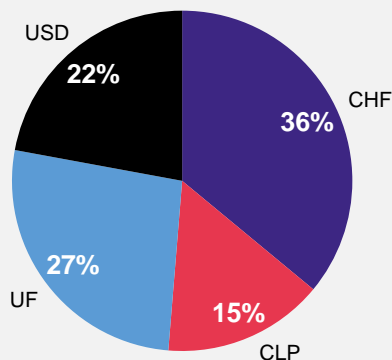
GROSS LOANS VS NPL's > 90 DAYS



FINANCIAL LIABILITIES VS LEVERAGE



FINANCIAL LIABILITIES BY CURRENCY



BALANCE SHEET STRUCTURE AND HEDGES

- Average asset duration: 0.93 years.
- Average liability duration: 2.25 years.

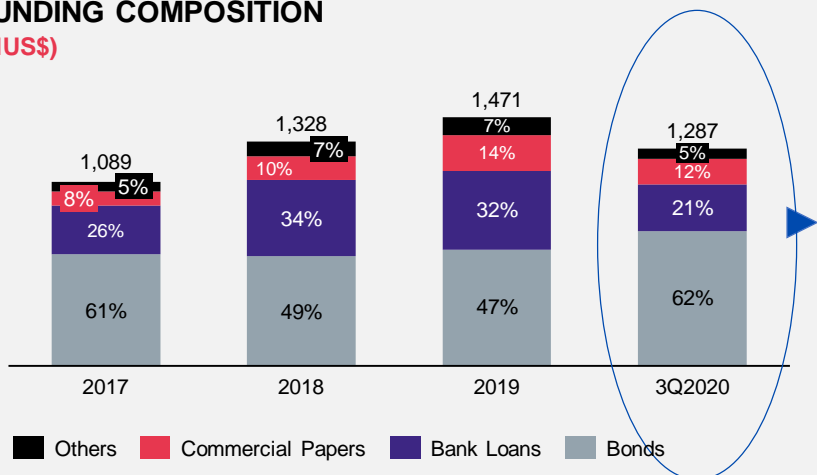
Item (MUS\$)	CLP	USD	CHF	UF	Others	Total
Assets	1,292	243	3	260	0	1,799
Liabilities + Equity	699	294	463	342	0	1,799
Differential by currency	593	-51	-460	-82	0	-
Net Exposure	-86	4	-	82	0	-



Debt Profile & Balance Sheet

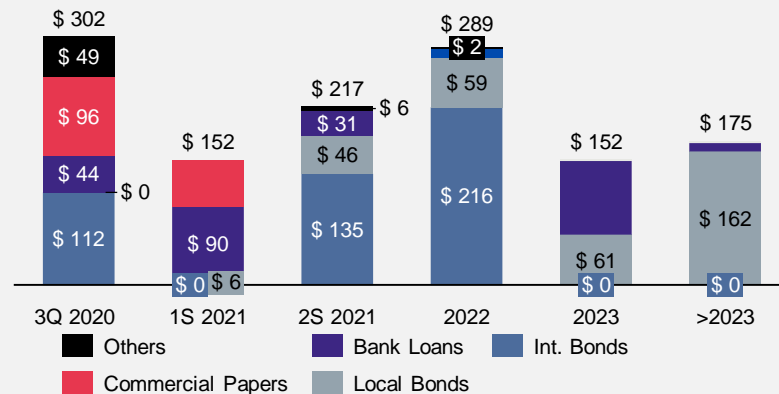
FUNDING COMPOSITION

(MUS\$)



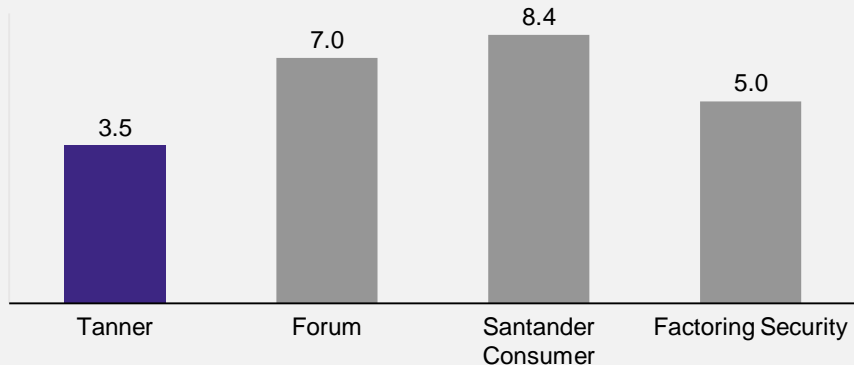
LIABILITY EXPIRATION PROFILE

(MUS\$)

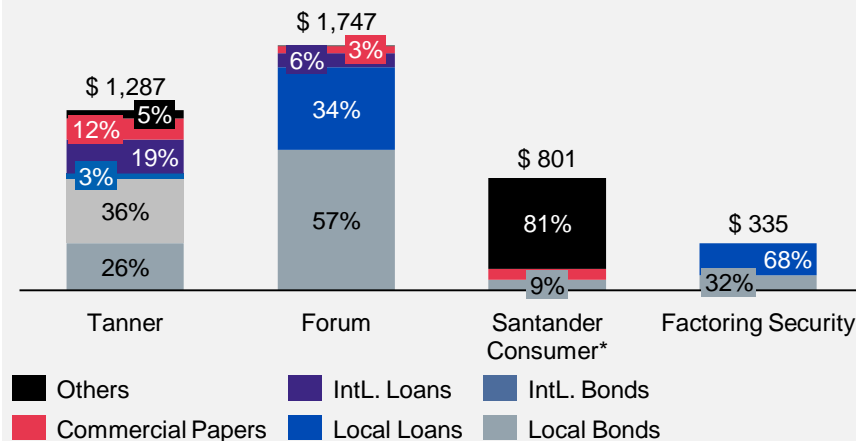


INDUSTRY LEVERAGE*

■ Leverage (Times)



FUNDING DISTRIBUTION** (MUS\$)



(*) Information by September 2020

(**) Santander Consumer others refers to liabilities with related entities.



► **Contact information:**

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ANNEX

Balance Sheet

Assets (Th US\$)	09-30-2020	12-31-2019	Δ \$	Δ %
Current Assets				
Cash and cash equivalent	193,675	68,084	63,387	93.1%
Other current financial assets	66,499	120,301	(28,345)	-23.6%
Other current non-financial assets	3,891	2,191	(216)	-9.9%
Trade receivables and other current accounts receivable, net	861,077	1,135,543	(220,750)	-19.4%
Current accounts receivable from related parties	4,238	483	3,900	806.7%
Current tax assets	14,526	23,142	(6,768)	-29.2%
Non-current assets held for sale	11,104	13,346	343	2.6%
Total Current Assets	1,155,012	1,363,091	(188,449)	-13.8%
Non-Current Assets				
Other non-current financial assets	77,271	79,243	(1,957)	-2.5%
Other non-current non-financial assets	6,550	5,885	1,378	23.4%
Trade receivables and other non-current accounts receivable, net	481,217	516,685	(58,695)	-11.4%
Non-current accounts receivable from related parties	43	670	(190)	-28.4%
Intangible assets other than goodwill	8,640	8,575	181	2.1%
Goodwill	2,081	2,238	(157)	-7.0%
Property, plant and equipment	13,648	14,758	(447)	-3.0%
Property Investments	16,558	14,440	1,895	13.1%
Deferred tax assets	37,934	38,020	5,379	14.1%
Total Non-Current Assets	643,942	680,515	(52,615)	-7.7%
Total Assets	1,798,953	2,043,606	(241,064)	-11.8%
Liabilities (Th US\$)	09-30-2020	12-31-2019	Δ \$	Δ %
Current Liabilities				
Other current financial liabilities	530,371	913,583	(383,213)	-41.9%
Trade payables and other current accounts payables	108,651	179,497	(70,845)	-39.5%
Other short-term provisions	1,011	670	341	50.8%
Short-term employee benefits provisions	748	1,331	(583)	-43.8%
Current tax liabilities	119	863	(744)	-86.2%
Other current non-financial liabilities	-	-	-	0.0%
Total Current Liabilities	641,028	1,096,172	(455,144)	-41.5%
Non-Current Liabilities				
Other non-current financial liabilities	756,657	557,603	199,054	35.7%
Non-current employee benefits provisions	304	246	50	23.8%
Total Non-Current Liabilities	756,962	557,849	199,113	35.7%
Total Liabilities	1,397,990	1,654,021	(256,031)	-15.5%
Equity	400,964	389,585	11,379	2.9%
Total Equity and Liabilities	1,798,953	2,043,606	(244,653)	-12.0%



Income Statement

INCOME STATEMENT Th US\$	01-01-2019 09-30-2020	01-01-2019 Δ \$ 09-30-2019	Δ %	07-01-2018 09-30-2018	07-01-2017 Δ \$ 09-30-2017	Δ %		
Revenue from ordinary activities	173,380	183,154	(9,774)	-5.3%	47,080	65,232	(18,151)	-27.8%
Sales cost	(75,359)	(77,531)	2,172	-2.8%	(16,220)	(25,515)	9,295	-36.4%
Gross profit	98,021	105,623	(7,602)	-7.2%	30,861	39,717	(8,856)	-22.3%
Impairment Losses	(20,582)	(21,103)	521	-2.5%	(2,637)	(7,064)	4,427	-62.7%
Other revenue, by function	(747)	2,163	(2,910)	-134.5%	(941)	660	(1,601)	-242.4%
Administrative expenses	(44,173)	(43,935)	(238)	0.5%	(13,618)	(15,696)	2,078	-13.2%
Other profits (losses)	546	-	546	0.0%	733	-	733	0.0%
Operating margin	29,540	39,135	(9,595)	-24.5%	13,947	16,408	(2,461)	-15.0%
Financial revenue	3	81	(78)	-96.3%	-	23	(23)	-100.0%
Financial costs	(454)	(368)	(86)	23.3%	(107)	(100)	(8)	7.5%
Foreign exchange differences	46	189	(142)	-75.6%	(45)	129	(174)	-134.7%
Income by adjustment units	113	69	44	64.0%	0	60	(59)	-99.9%
Profit (losses) before taxes	29,248	39,105	(9,857)	-25.2%	13,795	16,520	(2,725)	-16.5%
Revenue (expense) from profit taxes	(5,357)	(6,961)	1,604	-23.0%	(3,166)	(3,364)	197	-5.9%
Profit (losses)	23,891	32,144	(8,253)	-25.7%	10,628	13,156	(2,528)	-19.2%
Profit (losses) attributable to controller's property owners	23,737	31,545	(7,808)	-24.8%	10,341	12,856	(2,515)	-19.6%
Profit (losses) attributable to non-controller shares	154	599	(444)	-74.2%	288	300	(13)	-4.2%