



Financial Performance

December 2020



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• **Tanner at a Glance**

- Financial Results
 - Corporate Division
 - Auto Financing Division
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Tanner at a Glance



Tanner is a Chilean non-bank financial institution with over 25 years of experience and a leading position within the factoring and auto financing industries.

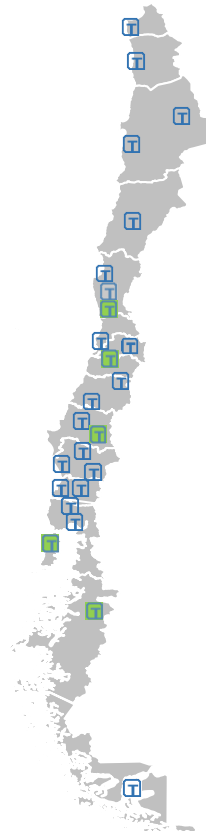
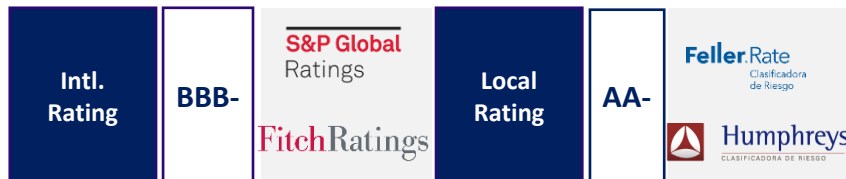
Highly diversified and strategically built loan and funding portfolios:

- No business line represents more than 42% of total gross loans.
- Loans distributed across 17+ industries.
- Top five customers represent less than 11% of our loan portfolio.
- No single creditor represents more than 6% of our funding.

Our business model is based on operational excellence, offering timely services supported by vanguard technological development.

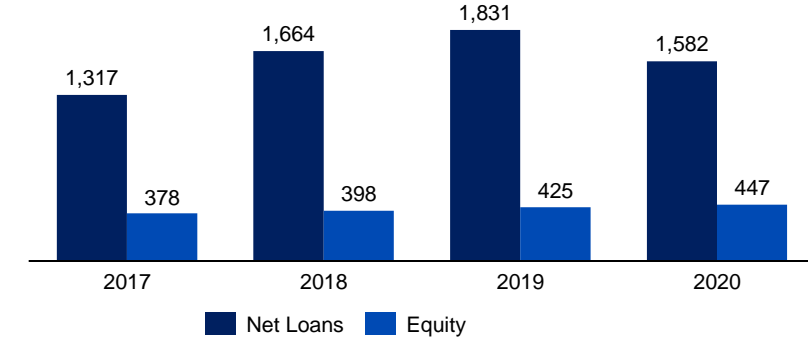
Tanner incorporates the highest standards of corporate governance, with a well qualified board and management team, supported by seasoned shareholder base.

One of the highest ROAA in the Chilean financial institutions industry.

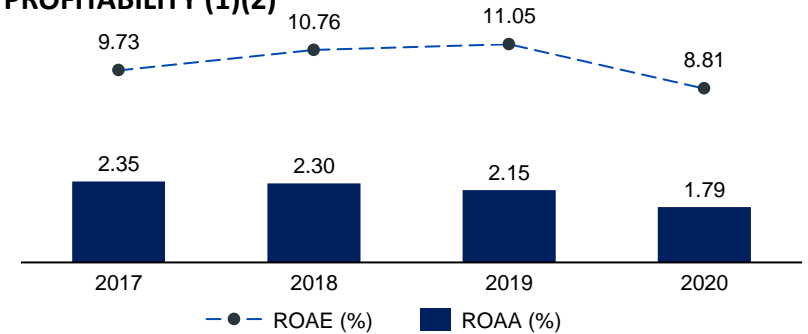


NET LOANS & EQUITY (MUS\$)

'17-'20 CAGR: 6.3%
'17-'20 CAGR: 5.7%

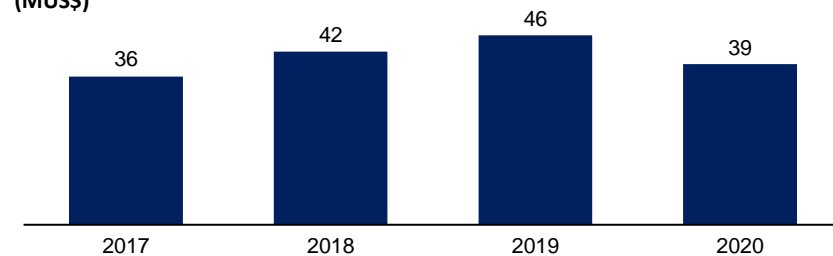


PROFITABILITY (1)(2)



INCOME AFTER TAX (MUS\$)

'17-'20 CAGR: 2.8%



(1) ROAE = Income after tax / Average Equity
(2) ROAA = Income after tax / Average Assets

A woman with dark hair in a ponytail, wearing a blue athletic top, is running towards the right. The background is a blurred city skyline with tall buildings under a bright sky. The overall image has a blue and orange color scheme.

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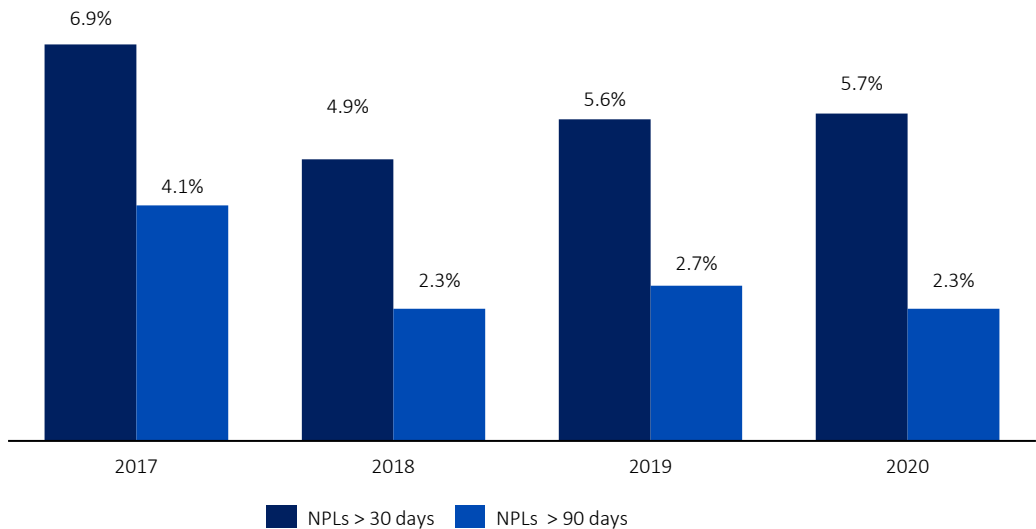
Strong and improving financial performance despite the pandemic



HIGHLIGHTS

- Income after tax grew regarding the 3Q20, increasing from \$26 to \$39 millions, at the end of 2020.
- Improvement of NPL'S >90 days compared to 2019, including a 270bps reduction in the auto financing portfolio vs June 2020.
- A record US\$ 1 bn of funding raised during 2020, supported by a full recovery of local comercial paper issuances during the second semester.

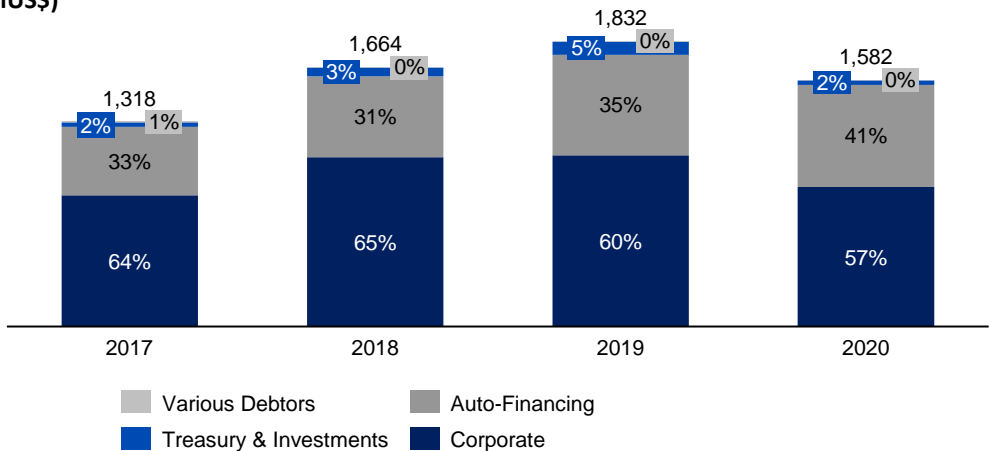
NON PERFORMING LOANS (1)



NET LOANS DISTRIBUTION

(MUS\$)

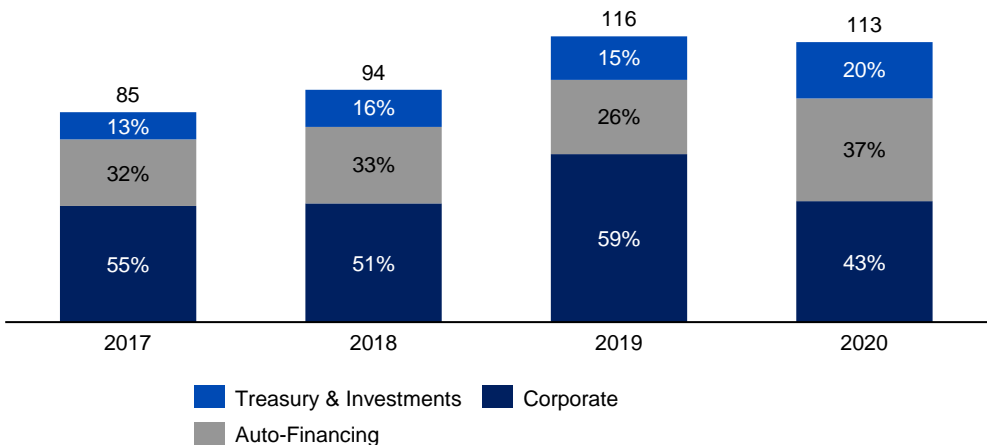
'17-'20 CAGR: 6.6%



GROSS PROFIT DISTRIBUTION(2)

(MUS\$)

'17-'20 CAGR: 10.1%



(1) NPL's = Non Performing Loans / (Loans + Provisions)

(2) Gross profit considers portfolio deterioration.



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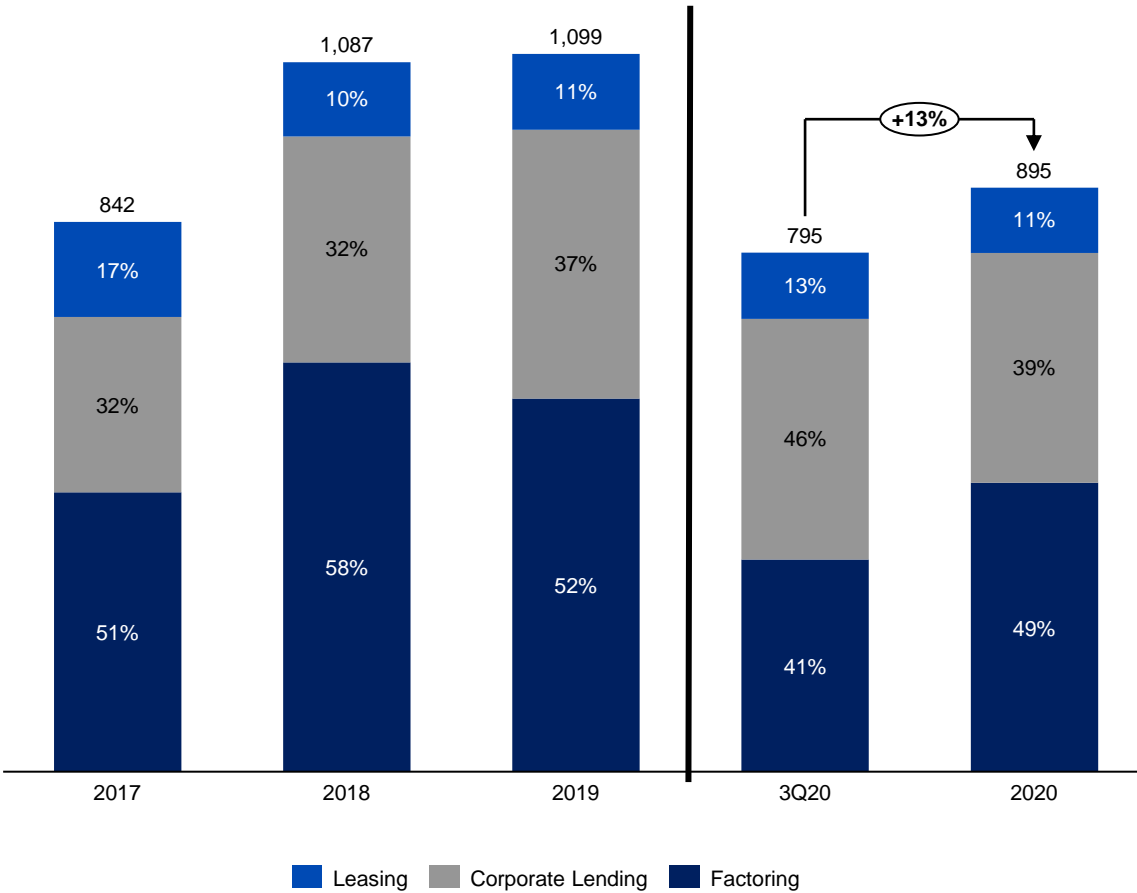


Corporate Division: Strong recovery of Factoring during 4Q2020

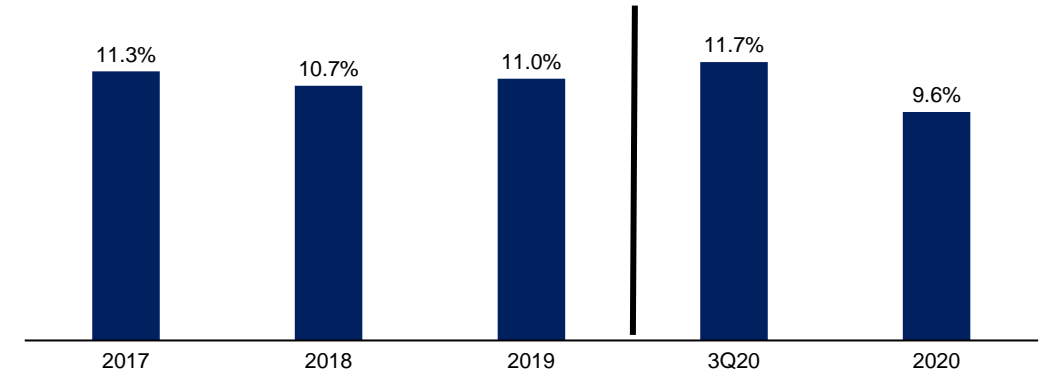


NET LOANS (MUS\$)

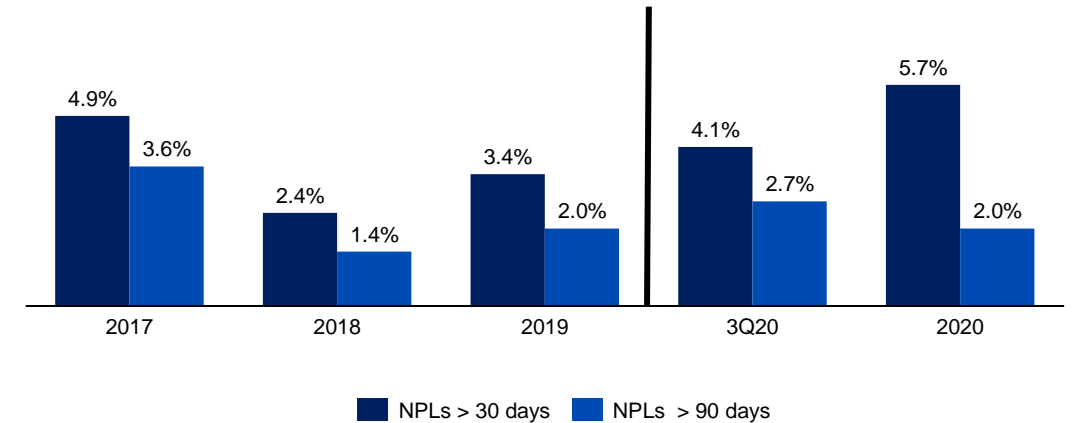
'17-'20 CAGR: 2.0%



YIELD (1)



NON PERFORMING LOANS (2)



(1) Yield = Income / Average Net Loans

(2) NPL's = Non Performing Loans / (Loan Stock + Provisions)



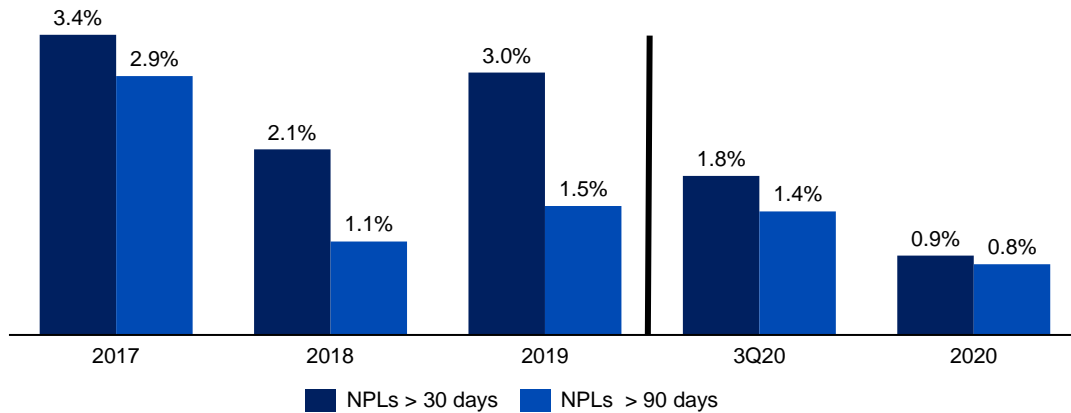
Factoring: NPL's >90 days reached historical low



HIGHLIGHTS

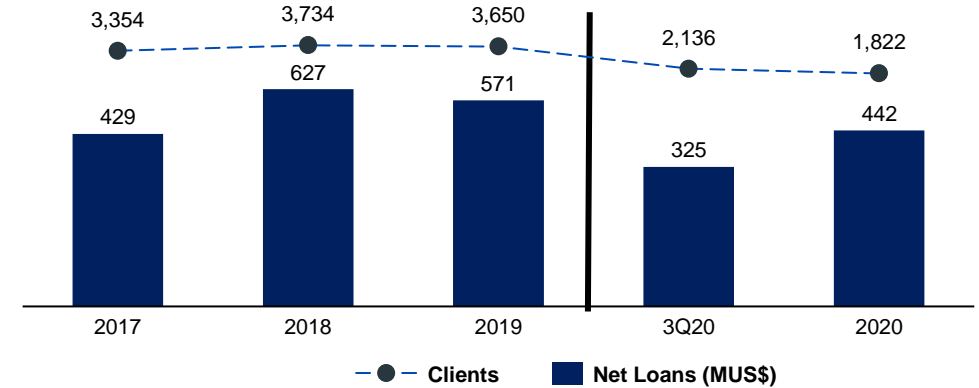
- Non performing loans below 1% and improved in 2019, despite lower stock.
- Decrease in overall factoring activity in 2020 as a result of covid-19, though will strong recovery in 4Q2020
- Product breakdown:
 - ✓ **Invoices:** 64.29% of total Factoring volume .
 - ✓ **Confirming:** 9.9%.
 - ✓ **Checks and Promissory Notes:** 18.3% and 6.9%, respectively.

NON PERFORMING LOANS (1)

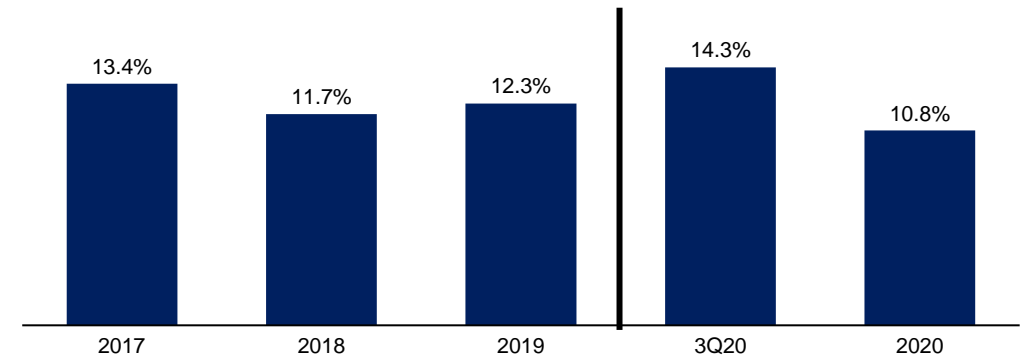


NET LOANS AND NUMBER OF CLIENTS

'17-'20 CAGR: 1.1%



YIELD (2)



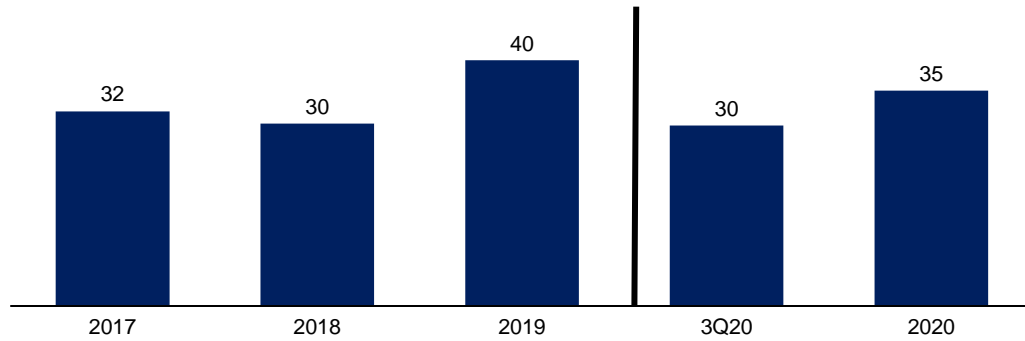


Factoring

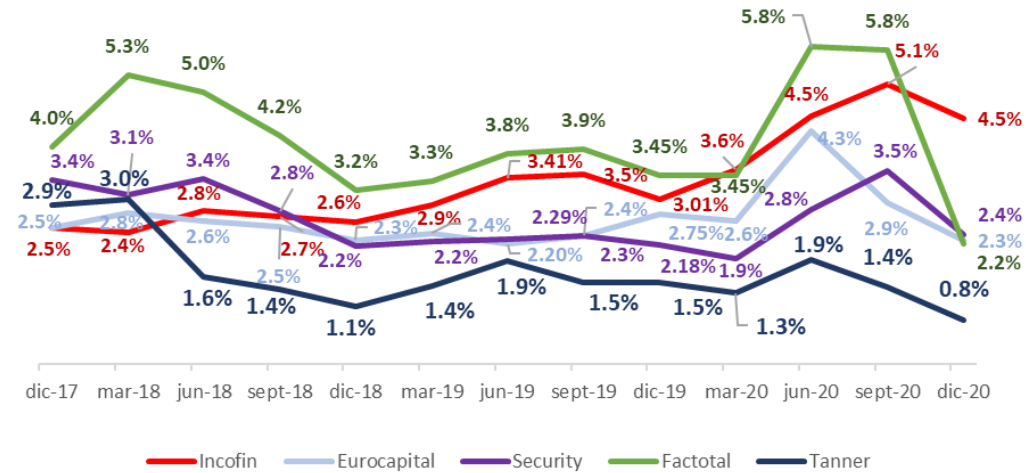


GROSS PROFIT (1) (MUS\$)

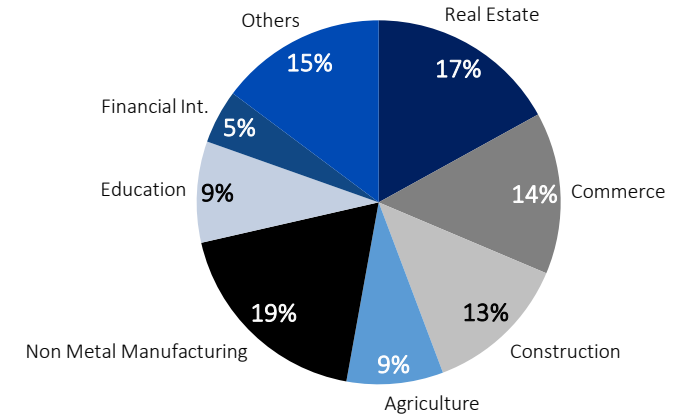
'17-'20 CAGR: 3.3%



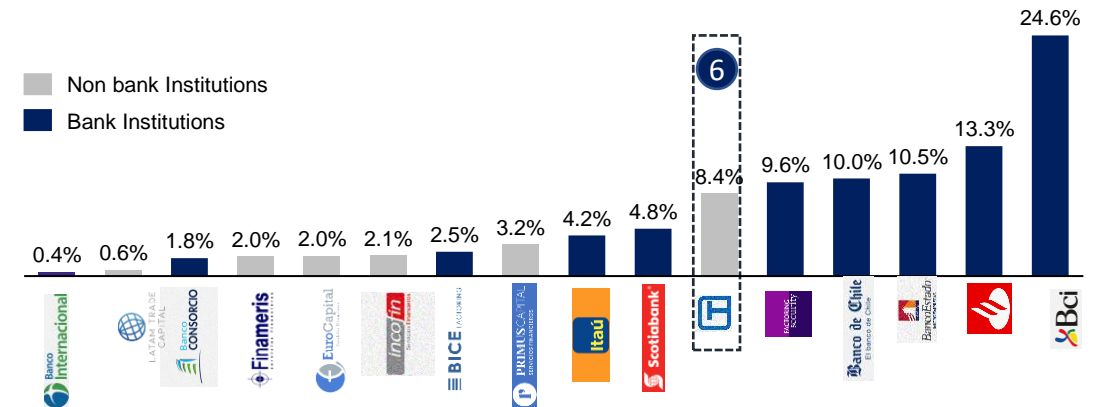
NON PERFORMING LOANS (3)



LOAN PORTFOLIO INDUSTRY DISTRIBUTION (2)



LARGEST NON BANK FACTORING ENTITY IN THE SYSTEM (Market share as a % of Gross Loans. ACHEF)



(1) Gross Profit considers portfolio risk change
(2) Based on SII's classifications

(3) NPL's > 90 Days = Non performing loans > 90 Days / (Loan Stock + Provisions)



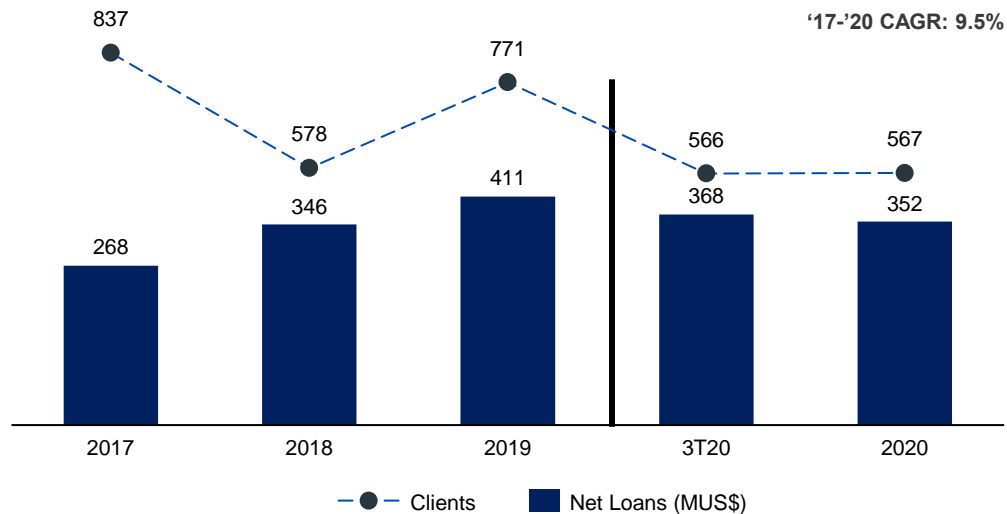
Corporate Lending & Leasing: Improvement in risk ratios in 4Q20



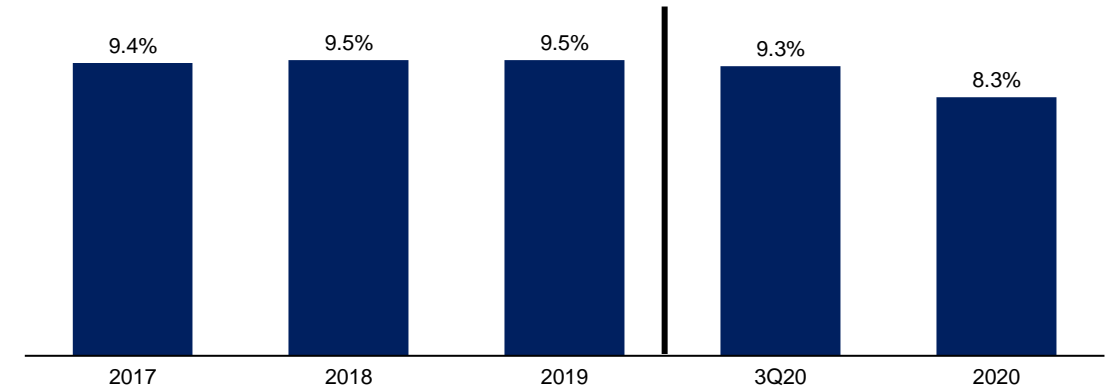
HIGHLIGHTS

- Decreased Corporate Loans compared to 2019
- Reduction in leasing as part of a strategic decision to exclusively focus on real estate leases
- Priority during 2020 to improve portfolio collateral positions, along with stricter risk policies in both products.

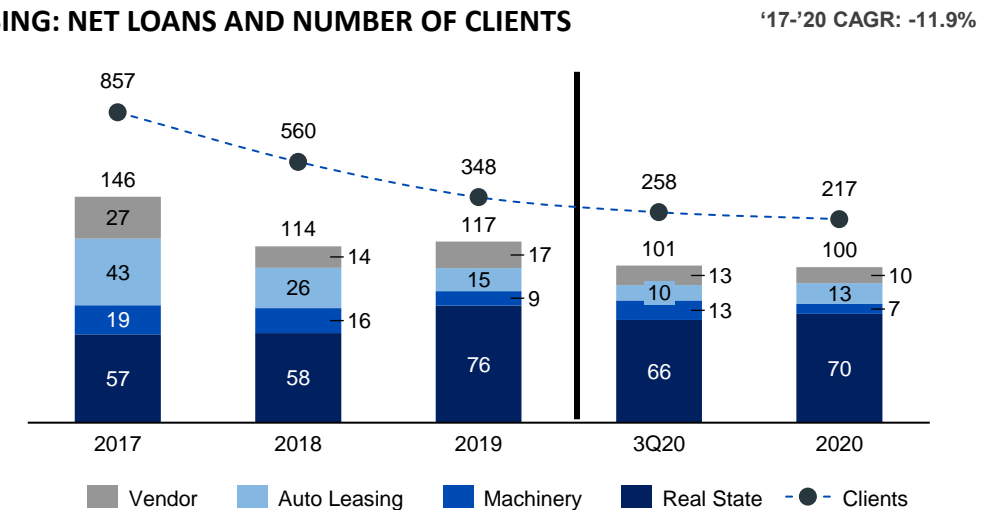
CORPORATE LENDING: NET LOANS AND NUMBER OF CLIENTS



YIELD (1)



LEASING: NET LOANS AND NUMBER OF CLIENTS



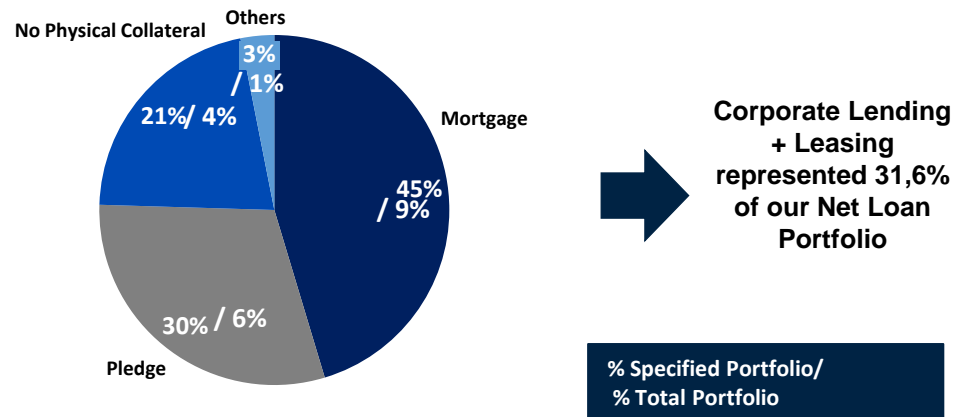
(1) Yield = Income / Average Net Loans



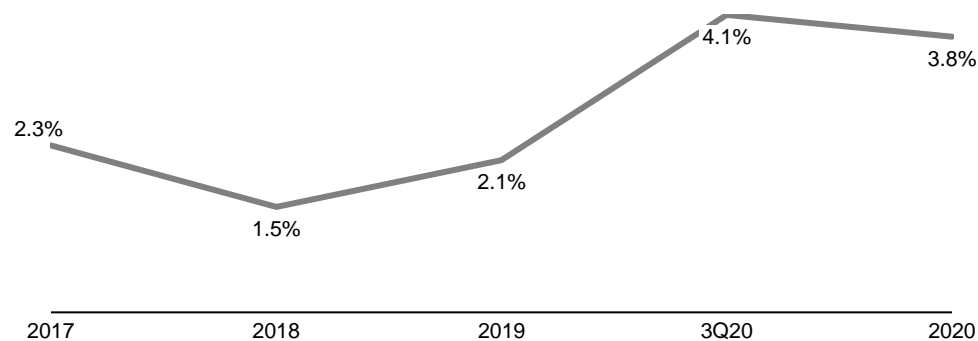
Corporate Lending & Leasing



CORPORATE LENDING & LEASING COLLATERAL

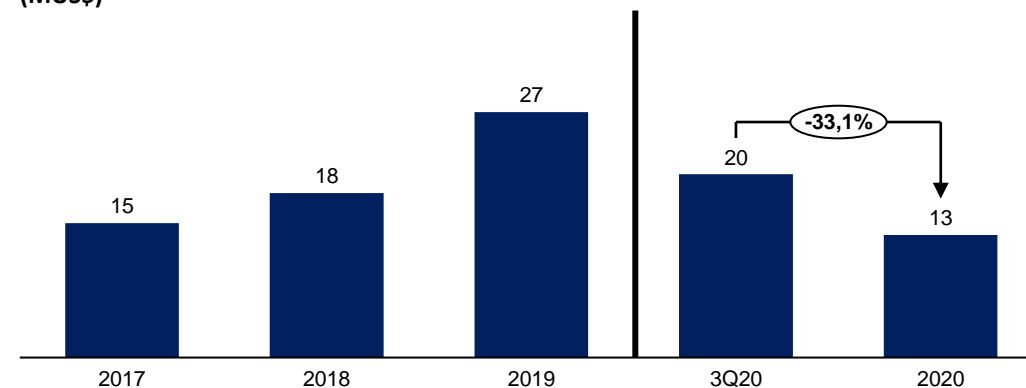


CORPORATE LOANS: NPL'S > 90 DAYS (2)

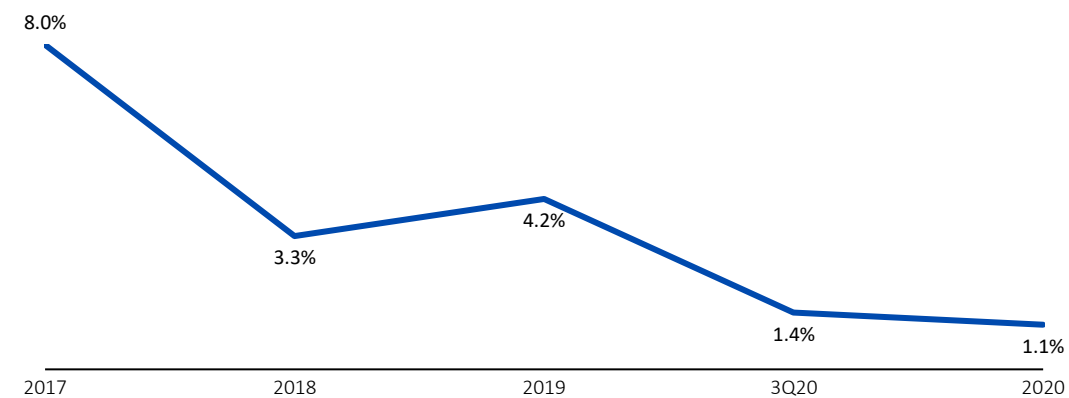


GROSS PROFIT CORPORATE LENDING + LEASING (1) (MUS\$)

'17-'20 CAGR: -3.1%



LEASING: NPL'S > 90 DAYS (2)



(1) Gross Profit considers portfolio risk change

(2) NPL's > 90 Days = NPL'S > 90 Days / (Loan Stock + Provisions)

AGENDA

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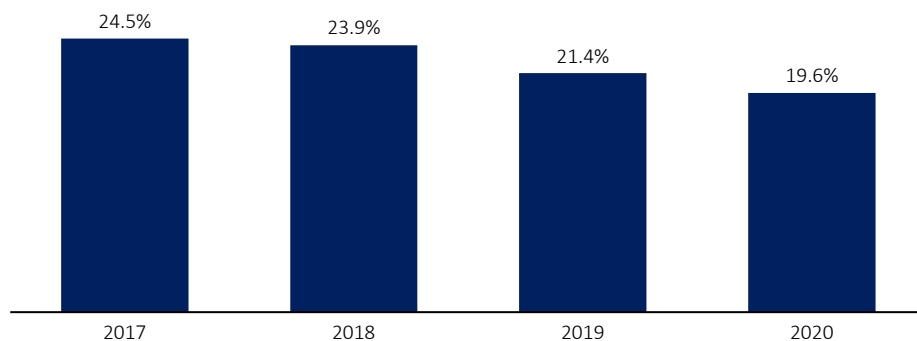
Auto Financing: Placements progress in 4Q20 and risk improves



HIGHLIGHTS

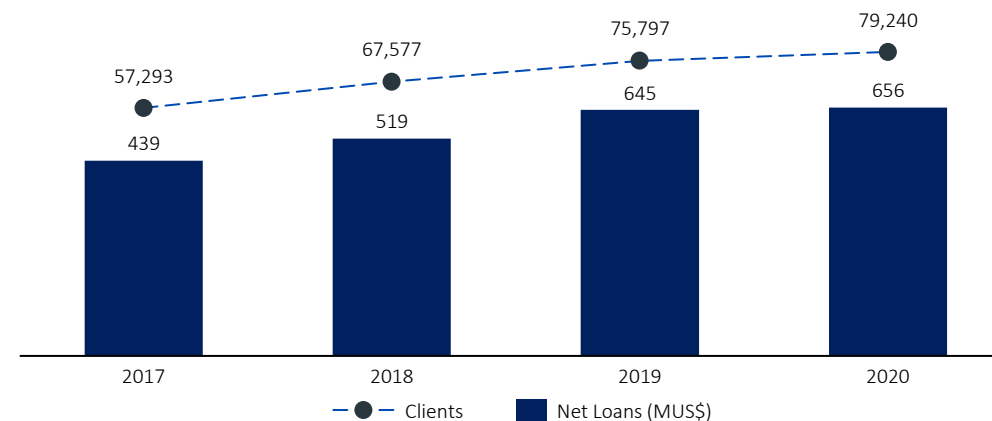
- Tanner operates through three sales channels:
 - 1) AMICAR (bidding platform owned by Derco and Gildemeister)
 - 2) Dealers
 - 3) Direct
- Strong recovery in the automotive industry during 4Q20, primarily as a result of pension fund withdrawals and accumulated demand during the lockdown.
- Our joint venture agreement with CrediNissan continues to boost the portfolio while improving the risk profile.

YIELD (1)



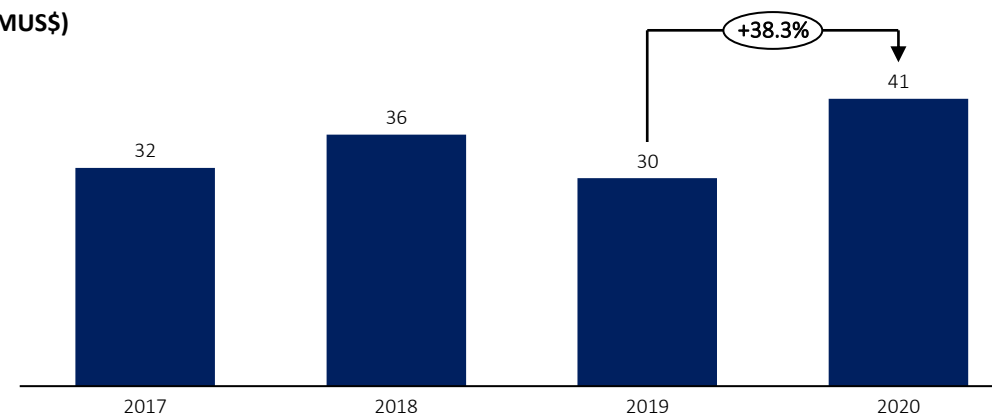
NET LOANS AND NUMBER OF CLIENTS

'17-'20 CAGR: 14.3%



GROSS PROFIT (2) (MUS\$)

'17-'20 CAGR: 9.5%



(1) Yield = Income / Average Net Loans
(2) Gross Profit considers portfolio risk change

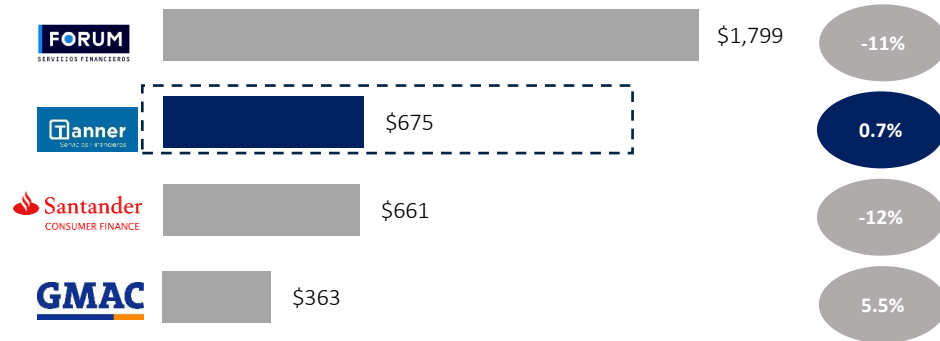


Auto Financing

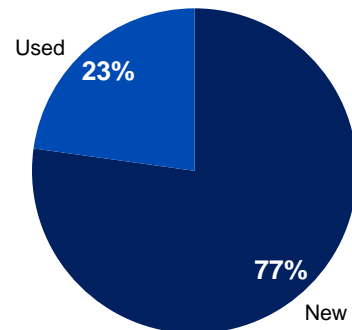


STRONG PRESENCE IN THE AUTO FINANCING INDUSTRY

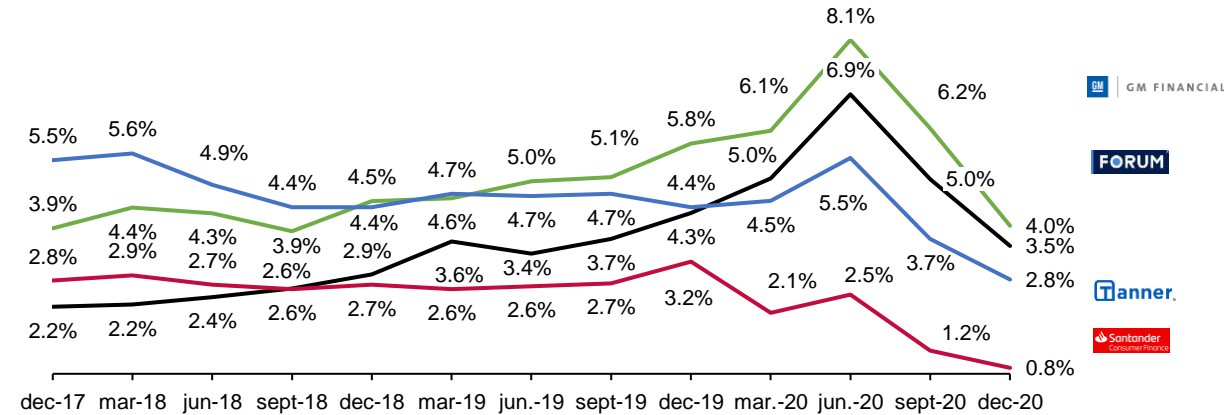
(GROSS LOANS 4Q – MMUS\$ AND VAR. Y/Y)



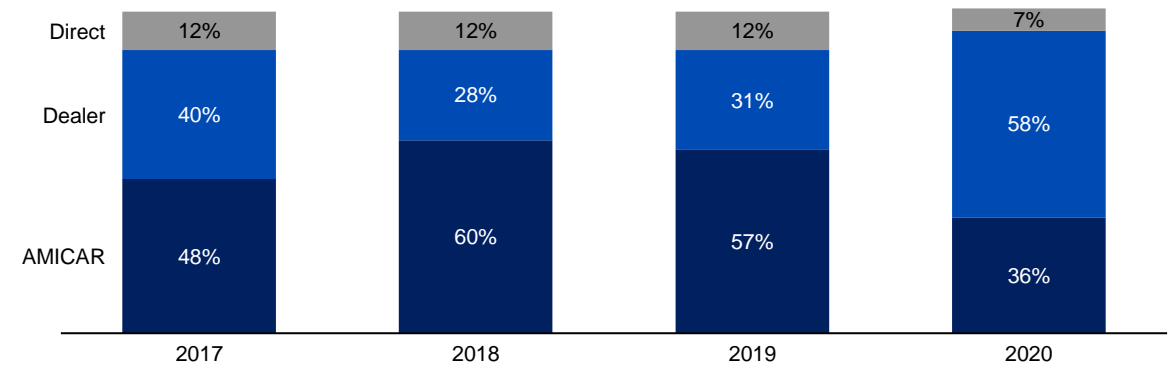
PORTFOLIO DISTRIBUTION



NPL'S > 90 DAYS (1)



DISTRIBUTION BY SALES CHANNEL



(1) NPL's > 90 Days = NPL'S > 90 Days / (Loan Stock + Provisions)

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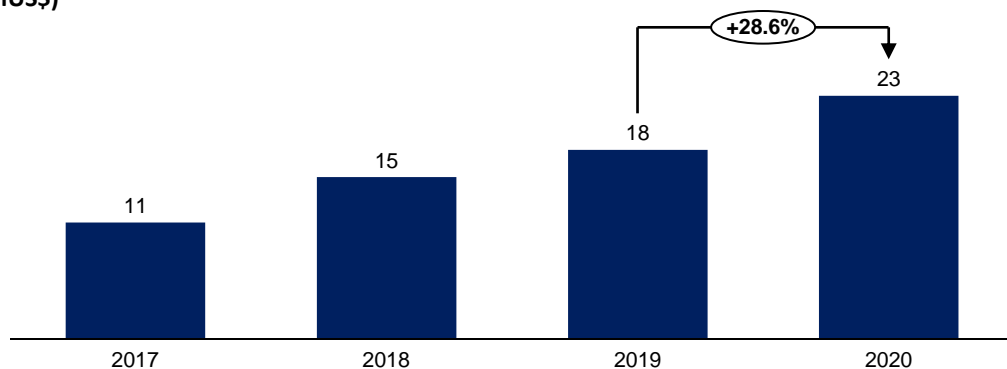
Treasury & Investments Division



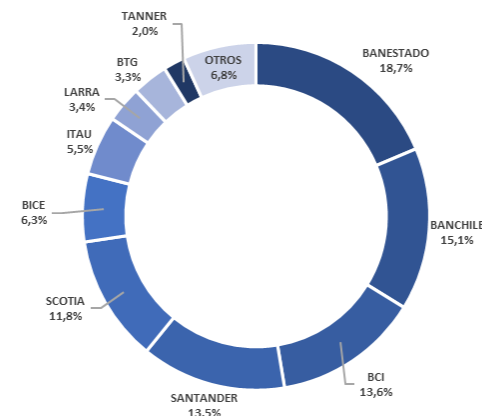
HIGHLIGHTS

- This Division consolidates the Tanner Servicios Financieros “TSF” treasury Management, Tanner broker dealer “TCB”, and Tanner asset management “TAM”.
- TCB reached net profits after taxes of US\$6.7 million in 2020, supported by a significant recovery of the fixed Income business line during the year.
- TAM continued build be asset management business by successfully launching a real estate leasback fund and in the process of developing a new funds focused on private debt.

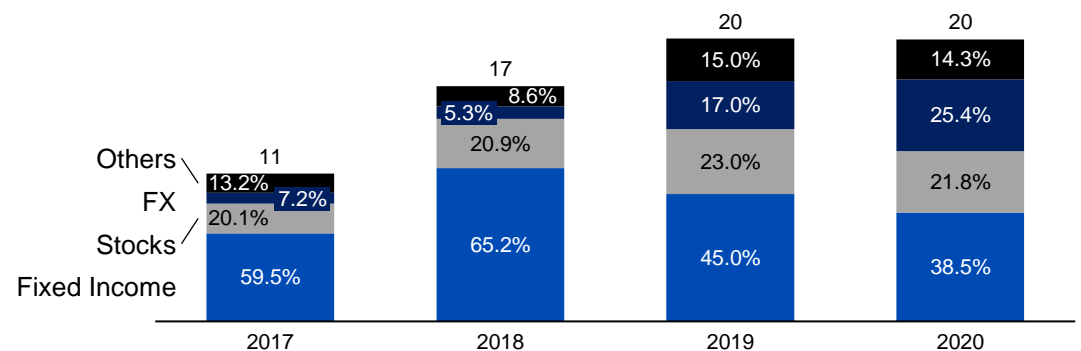
GROSS PROFIT TREASURY AND INVESTMENTS DIVISION (2) '17-'20 CAGR: 27,6% (MUS\$)



BROKERAGE RANKING 4Q 2020 (1)



INCOME AFTER TAX DISTRIBUTION (2) '17-'20 CAGR: 24%



(1) According to brokerage amounts published by Bolsa de Comercio de Santiago

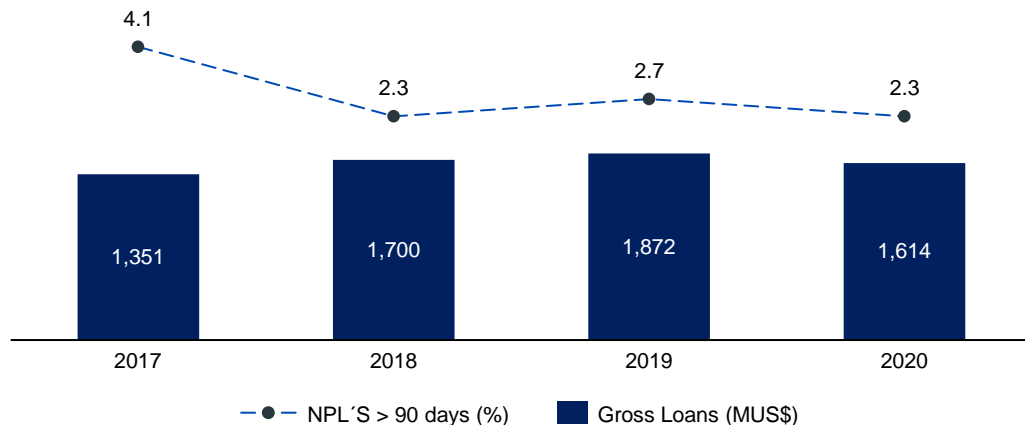
(2) Gross Profit considers portfolio risk change



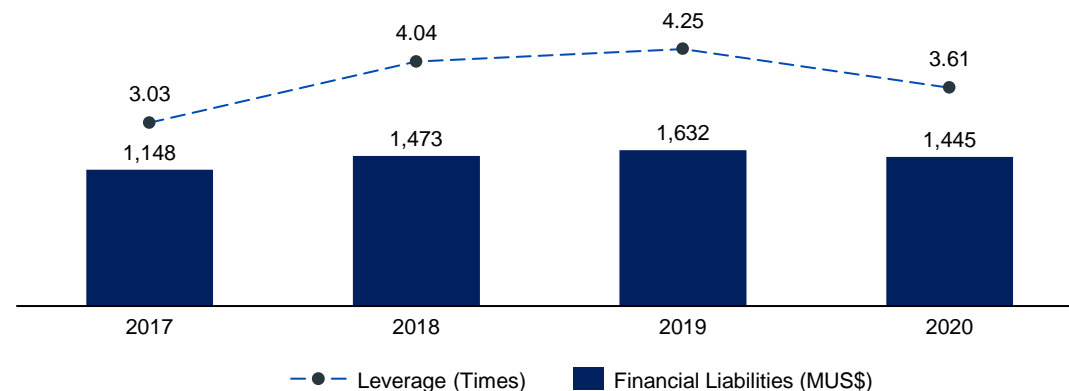
Balance Sheet



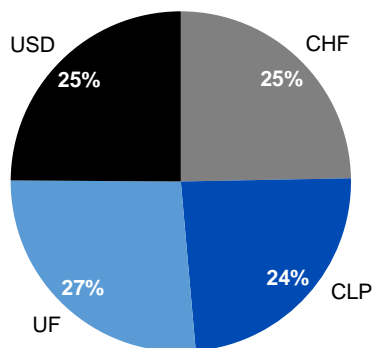
GROSS LOANS VS NPL'S > 90 DAYS (1)



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	1,449	322	0	291	0	2,062
Liabilities + Equity	940	383	356	383	-	2,062
Differential by currency	509	-60	-356	93	0	-
Hedges	-708	60	356	291	-	-
Net Exposure	-198	-2	-	198	0	-

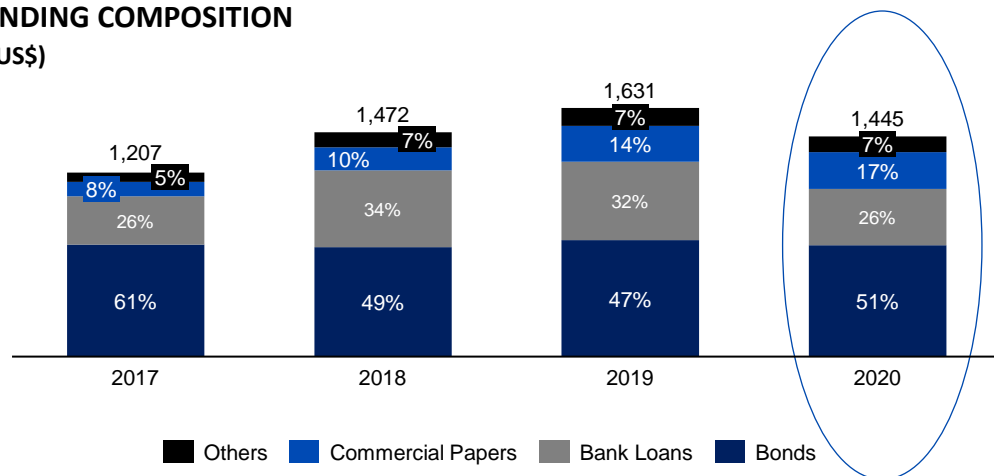
(1) NPL's > 90 Days = NPL'S > 90 Days / (Loan Stock + Provisions)



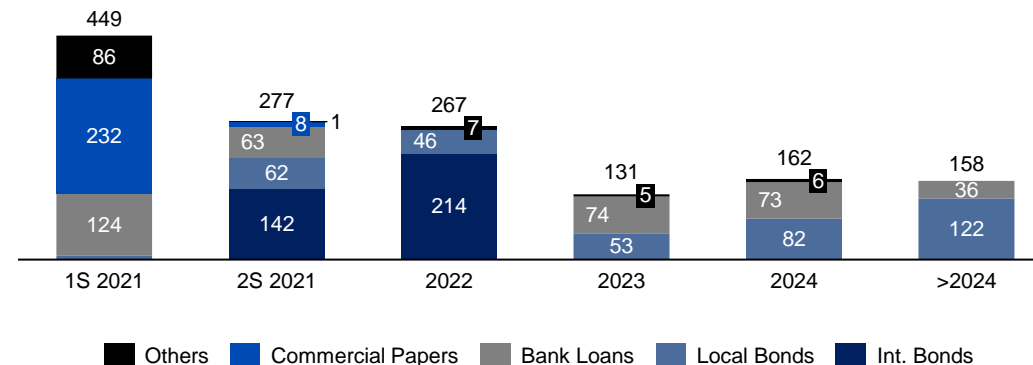
Balance Sheet



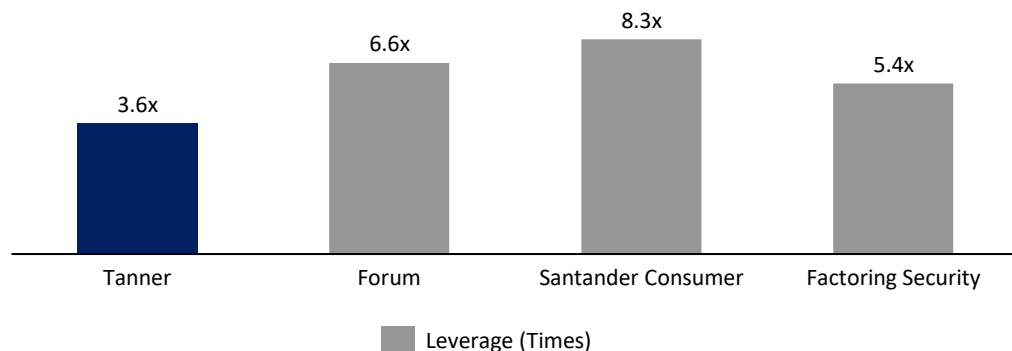
FUNDING COMPOSITION (MUS\$)



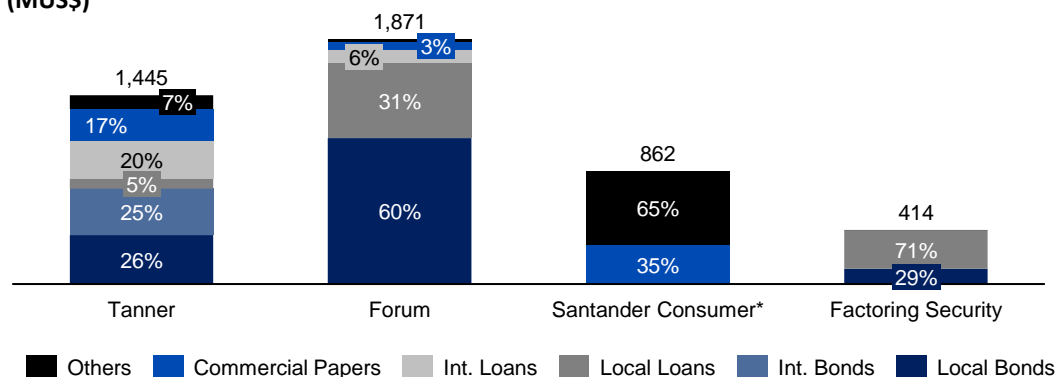
LIABILITY EXPIRATION PROFILE (MUS\$)



INDUSTRY LEVERAGE



FUNDING DISTRIBUTION (MUS\$)



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



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Síguenos en:



ANNEX





Income Statement

INCOME STATEMENT th US\$	01-01-2020 12-31-2020	01-01-2019 12-31-2019	Δ \$	Δ %
Revenue from ordinary activities	278,016	272,128	5,888	2,2%
Sales cost	(130,879)	(116,036)	(14,843)	-12,8%
Gross profit	147,137	156,092	(8,955)	-5,7%
Impairment Losses	(27,613)	(32,959)	5,346	16,2%
Other revenue, by function	-	-	-	-
Administrative expenses	(64,845)	(64,882)	37	0,1%
Other profits (losses)	(2,091)	3,607	(5,698)	-158%
Operating margin	46,281	54,331	(8,050)	-14,8%
Financial revenue	3	257	(254)	-98,7%
Financial costs	(631)	(565)	(66)	-11,6%
Foreign exchange differences	194	824	(630)	-76,5%
Income by adjustment units	394	73	321	440,7%
Profit (losses) before taxes	46,241	54,919	(8,678)	-15,8%
Revenue (expense) from profit taxes	(7,545)	(9,068)	1,523	16,8%
Income (losses) after tax	38,696	45,850	(7,154)	-15,6%
Income (losses) attributable to controller's property owners	38,437	45,080	(6,643)	-14,7%
Income (losses) attributable to non-controller shares	259	770	(511)	-66,4%



Balance Sheet

Assets (Th US\$)	12-31-2020	12-31-2019	Δ \$	Δ %
Current Assets				
Cash and cash equivalent	168,901	75,476	93,424	123,8%
Other current financial assets	112,433	133,364	(20,931)	-15,7%
Other current non-financial assets	4,301	2,429	1,872	77,1%
Trade receivables and other current accounts receivable, net	1,031,301	1,258,849	(227,548)	-18,1%
Current accounts receivable from related parties	6,895	536	(6,359)	1186,5%
Current tax assets	9,345	25,654	(16,309)	-63,6%
Non-current assets held for sale	6,749	14,796	(8,047)	-54,4%
Total Current Assets	1,339,930	1,511,105	(171,175)	-11,3%
Non-Current Assets				
Other non-current financial assets	77,408	87,847	(10,440)	-11,9%
Other non-current non-financial assets	7,287	6,524	764	11,7%
Trade receivables and other non-current accounts receivable, net	551,101	572,790	(21,689)	-3,8%
Non-current accounts receivable from related parties	48	743	(694,845)	-93,6%
Intangible assets other than goodwill	9,335	9,507	(172)	-1,8%
Goodwill	2,307	2,481	(174)	-7,0%
Property, plant and equipment	14,499	16,361	(1,862)	-11,4%
Property Investments	15,920	16,008	(88)	-0,6%
Deferred tax assets	43,910	42,149	1,761	4,2%
Total Non-Current Assets	721,814	754,410	(32,596)	-4,3%
Total Assets	2,061,744	2,265,515	(203,771)	-9,0%
Liabilities (Th US\$)	12-31-2020	12-31-2019	Δ \$	Δ %
Current Liabilities				
Other current financial liabilities	726,335	1,012,787	(286,452)	-28,3%
Trade payables and other current accounts payables	163,794	198,987	(35,194)	-17,7%
Other short-term provisions	715	743	(28)	-3,8%
Short-term employee benefits provisions	4,588	1,727	2,861	165,5%
Current tax liabilities	1,336	957	(955)	39,7%
Other current non-financial liabilities	-	-	-	-
Total Current Liabilities	896,769	1,215,202	(318,433)	-26,2%
Non-Current Liabilities				
Other non-current financial liabilities	717,624	618,152	99,473	16,1%
Non-current employee benefits provisions	422	273	149	54,6%
Total Non-Current Liabilities	718,046	618,425	99,622	16,1%
Total Liabilities	1,614,815	1,833,626	(218.811)	-11,9%
Equity	446,927	431,890	15,038	3,5%
Total Equity and Liabilities	2,061,744	2,265,515	(203,771)	-9,0%