



TANNER SERVICIOS FINANCIEROS

Corporate Presentation
June 2021



2021

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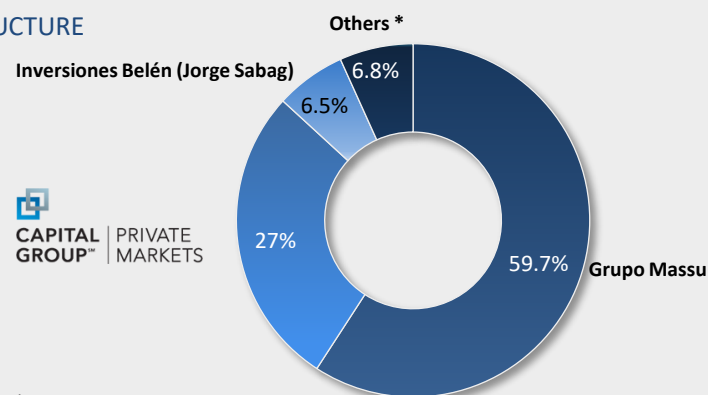
TANNER AT A GLANCE

Tanner at a Glance

Chile's Leading Non-Bank Financial Institution

- 27+ years track record and experience with a leading position in Factoring and Auto-Financing markets.
- ROAA above Chilean banking system average.
- Diversified loan portfolio and financial services offering.
- Diversified and well-developed access to funding sources.
- Experienced management team and Board of Directors. Strong Corporate governance standards and rigorous risk management policies.
- On-going digital transformation process.
- Implementing ESG strategies, core to long term sustainability.
- International BBB- Investment Grade credit rating by both S&P and Fitch. Domestic AA- credit rating.

OWNERSHIP STRUCTURE

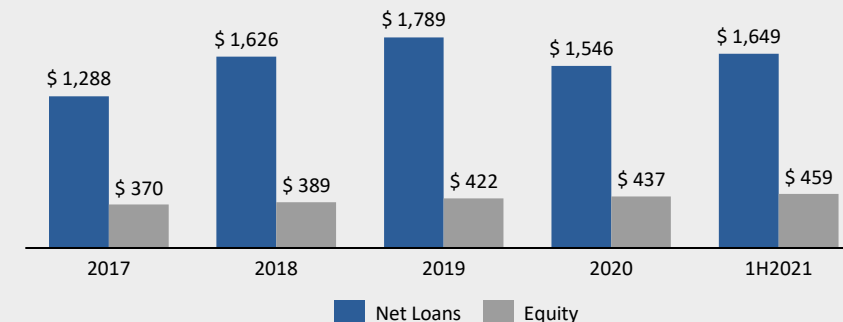


- (1) ROAE = Income after tax / Average Equity
 (2) ROAA = Income after tax / Average Assets
 (3) Mobile executives connected remotely to Tanner's network
 (*) Corresponds to current and former Tanner executives



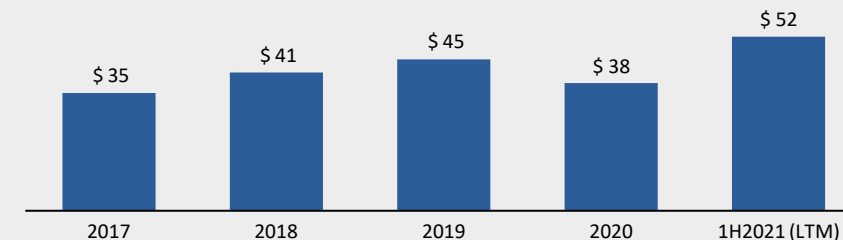
NET LOANS (US\$mm)

'17-'1H21 CAGR: 7.3%
 '17-'1H21 CAGR: 6.4%

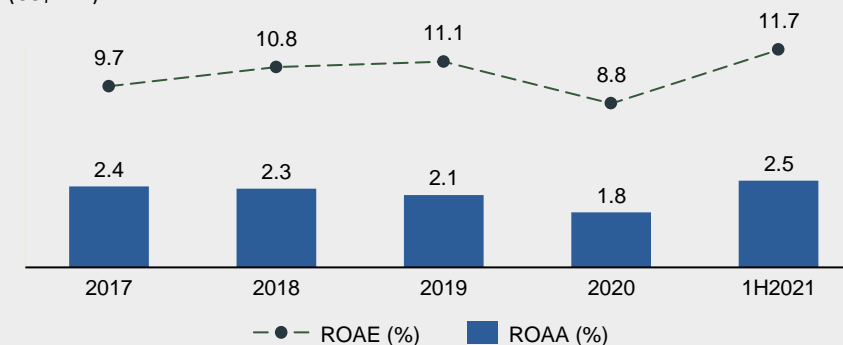


Net income (US\$mm)

'17-'1H21 CAGR: 11.9%



PROFITABILITY ANALYSIS (1)(2) (US\$mm)





FINANCIAL RESULTS

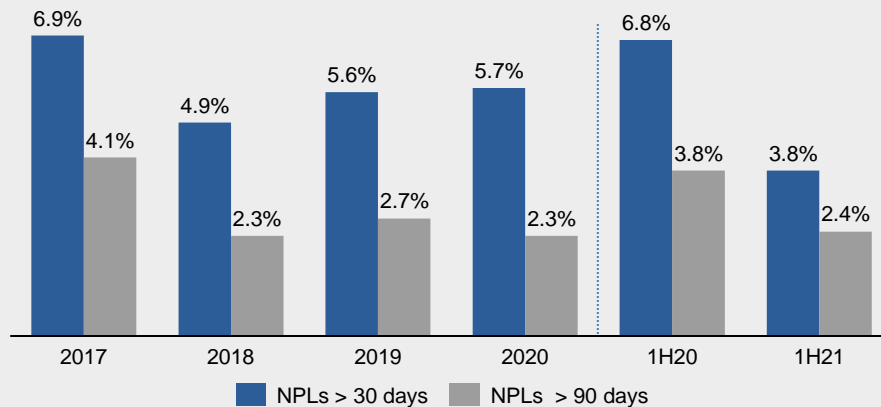
STRONG INCOME GENERATION WITH ROBUST RISK PROFILE



HIGHLIGHTS

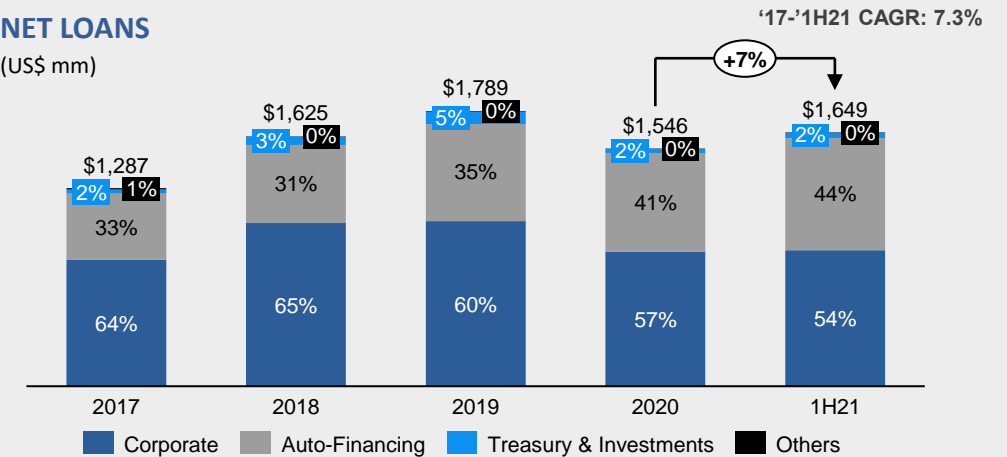
- 95% increase in 1H21 income after tax from US\$14.4 million to US\$28.1 million vs 1H20.
- Improvement of NPL's >90 days compared to 1H20, including a 331 bps and 155 bps reduction in the auto financing and factoring portfolio, respectively, vs 1H20.
- During 1H21 Tanner issued a US\$82 mm bond in the Chilean market.

NON PERFORMING LOANS (1)



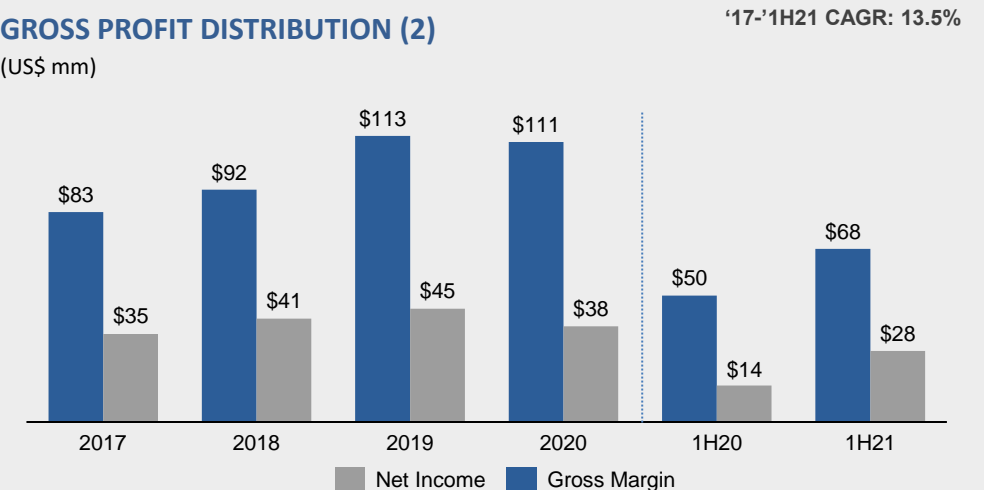
NET LOANS

(US\$ mm)



GROSS PROFIT DISTRIBUTION (2)

(US\$ mm)



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

(2) Gross profit considers impairment losses.

CORPORATE DIVISION

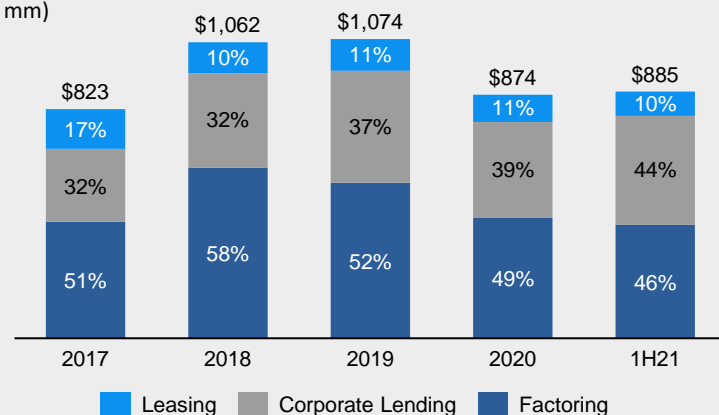
Non-performing loans well within historical and industry standards



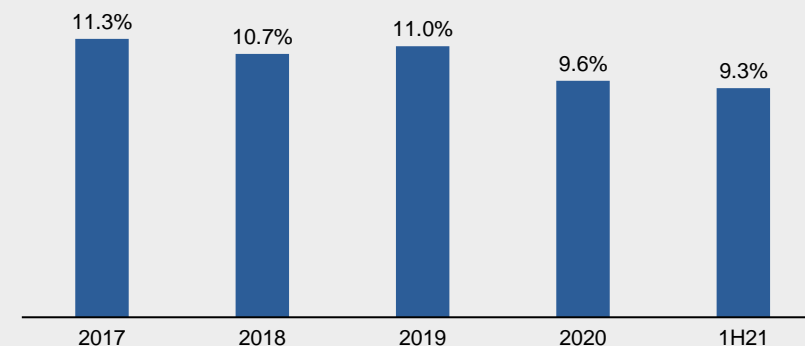
NET LOANS

(US\$ mm)

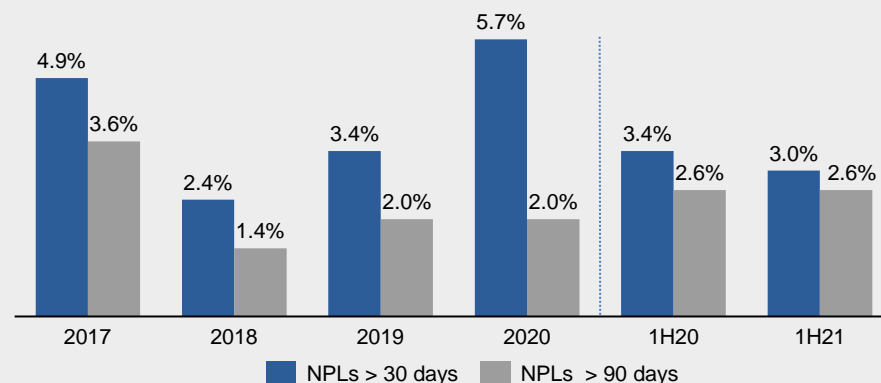
'17-'1H21 CAGR: 2.1%



YIELD (1)



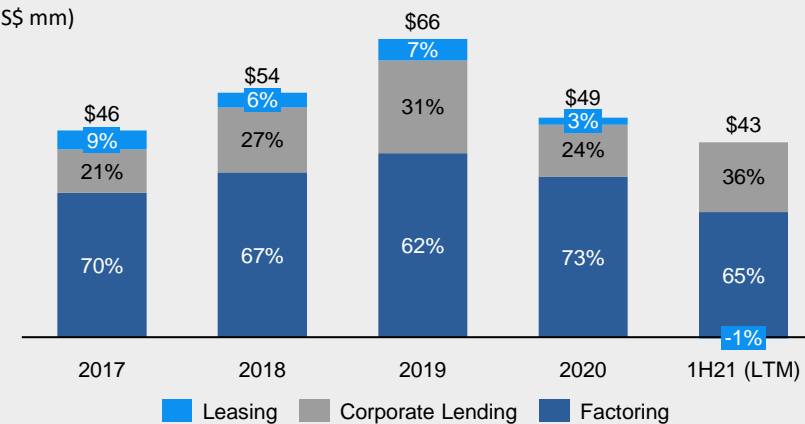
NON PERFORMING LONS (2)



GROSS PROFIT DISTRIBUTION (3)

(US\$ mm)

'17-'1H21 CAGR: -1.8%



(1) Yield = Income / Average Net Loans

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

(3) Gross profit considers impairment losses.

FACTORING

Strong risk returns, with NPL's reaching record lows

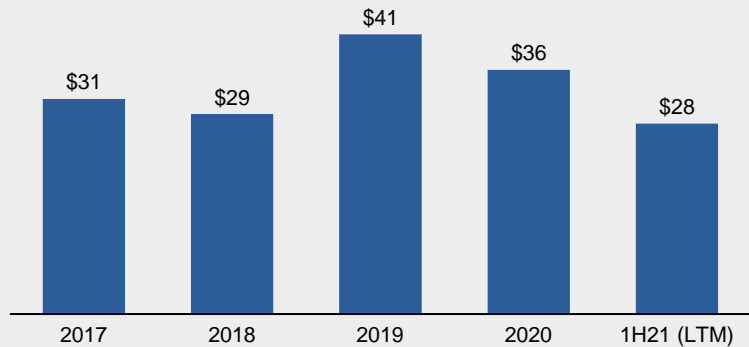


- Initiated the recovery of active client numbers after lockdown effects of Covid - 19.
- Non performing loans remain below 1% in 2021, despite lower stock.
- Decrease in overall factoring activity in 1H2021 primarily a result of seasonality; Recovery observed in line with local economic growth.
- Product breakdown:
 - ✓ **Invoices:** 57.9% of total Factoring volume.
 - ✓ **Confirming:** 10.9%.
 - ✓ **Checks and Promissory Notes:** 20.5% and 11.2%, respectively.

GROSS PROFIT (1)

(US\$ mm)

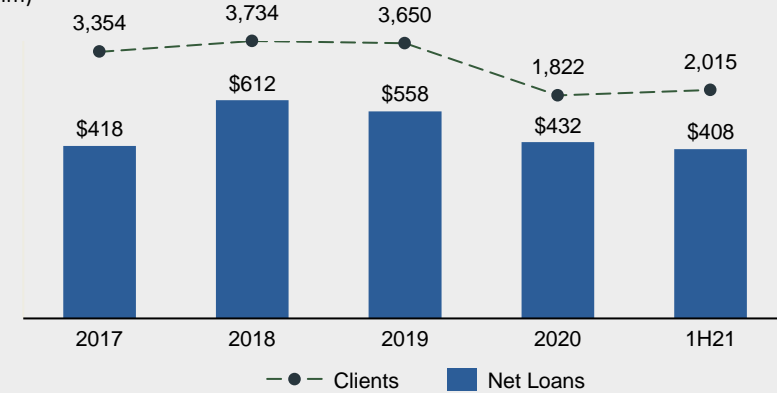
'17-'1H21 CAGR: -3.5%



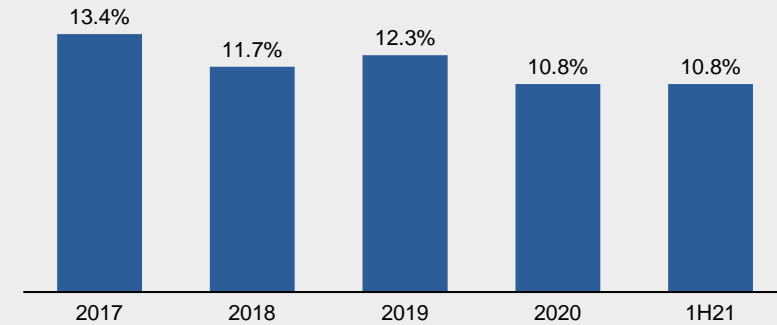
NET LOANS AND NUMBER OF CLIENTS

(US\$ mm)

'17-'1H21 CAGR: -0.7%



YIELD (2)



(1) Gross Profit considers impairment losses

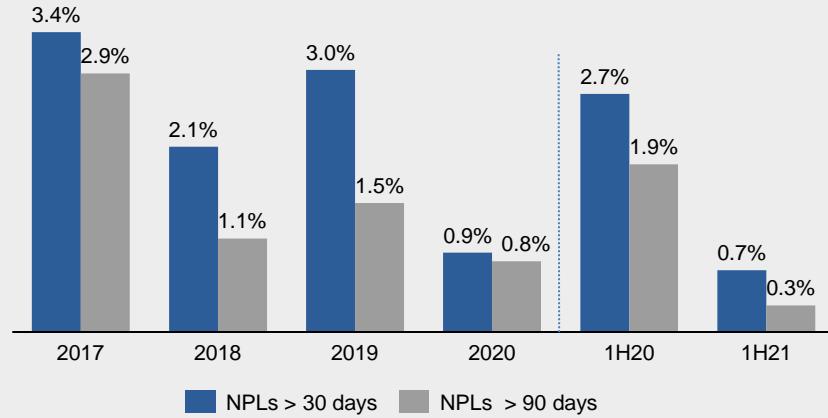
(2) Yield = Income / Average Net Loans

FACTORING

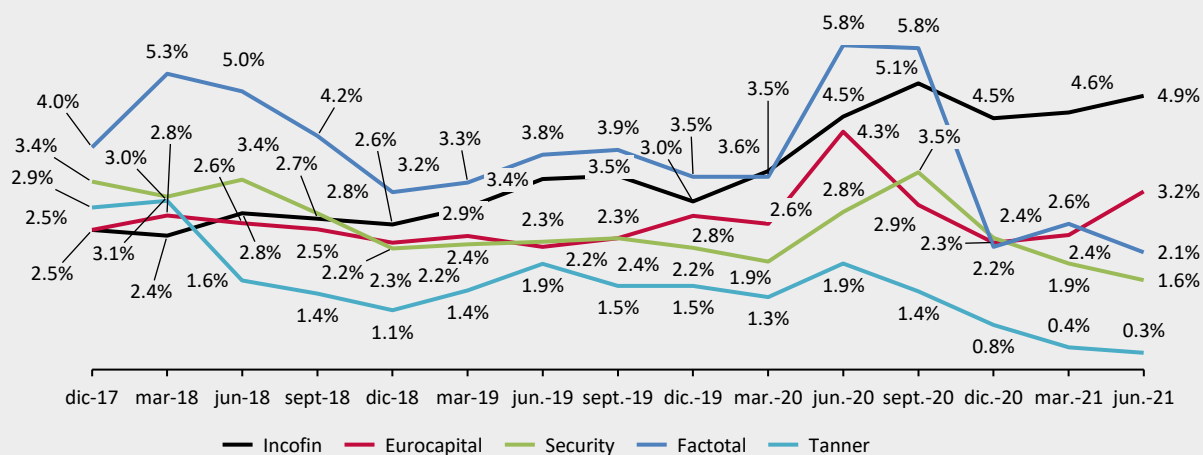
Largest non-bank Factoring entity



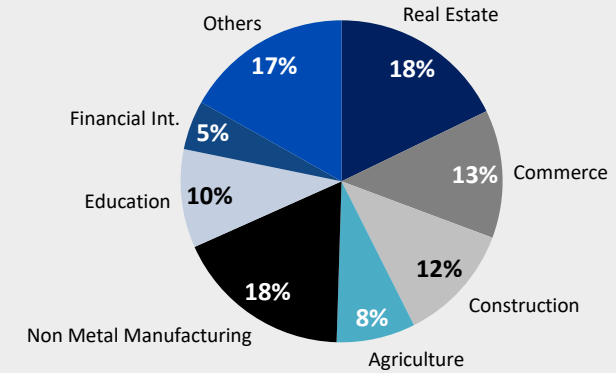
NON PERFORMING LOANS (1)



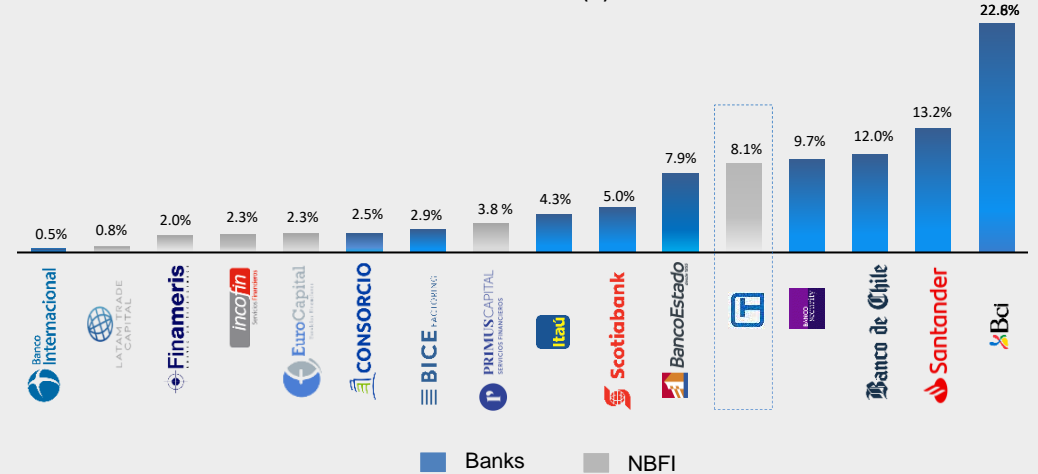
NON-PERFORMING LOANS > 90 DAYS (1)



LOAN PORTFOLIO INDUSTRY DISTRIBUTION (2)



FACTORING: Market share as a % of Gross Loans (3)

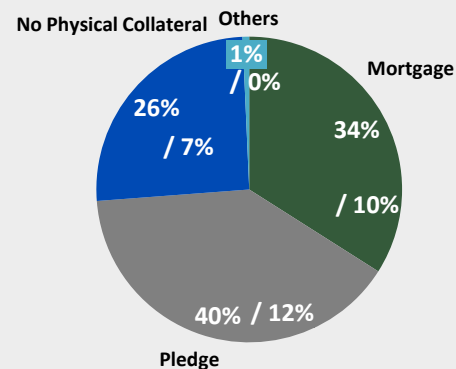


CORPORATE LENDING & LEASING

Focus on strengthening collateral coverages during 2020 and 2021

- Increased Corporate Loans (+13.5%) compared to 4Q20.
- In response to Covid-19, from March 2020 until August 2020, minimal new disbursements of corporate loans and leases.
- Reduction in net loans as part of a strategic decision to focus exclusively on real estate leases.
- Priority during 2020 and 2021 to improve portfolio collateral positions, along with stricter risk policies in both products.

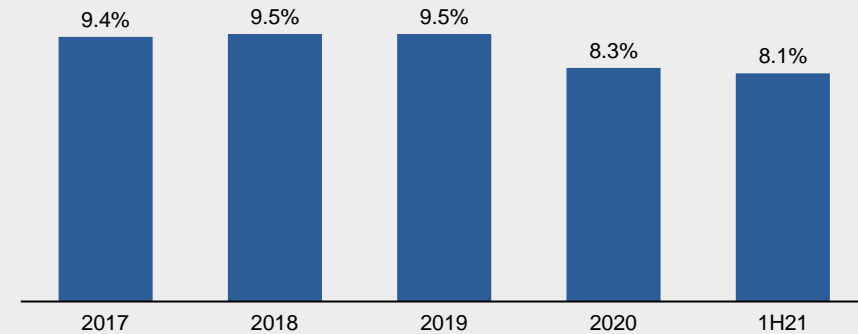
CORPORATE LENDING & LEASING COLLATERAL



Corporate Lending + Leasing represent 28.9% of our Net Loan Portfolio

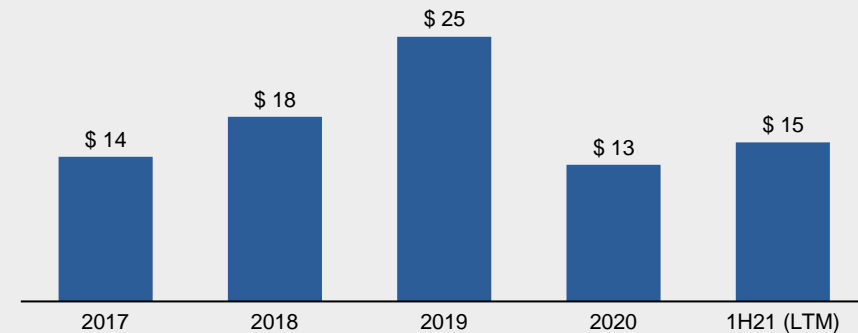
% Specified Portfolio/
% Total Portfolio

YIELD (1)



GROSS PROFIT CORPORATE LENDING + LEASING (2) (US\$ mm)

'17-'1H21 CAGR: 2.8%



(1) Yield = Income / Average Net Loans
(2) Gross Profit considers impairment losses

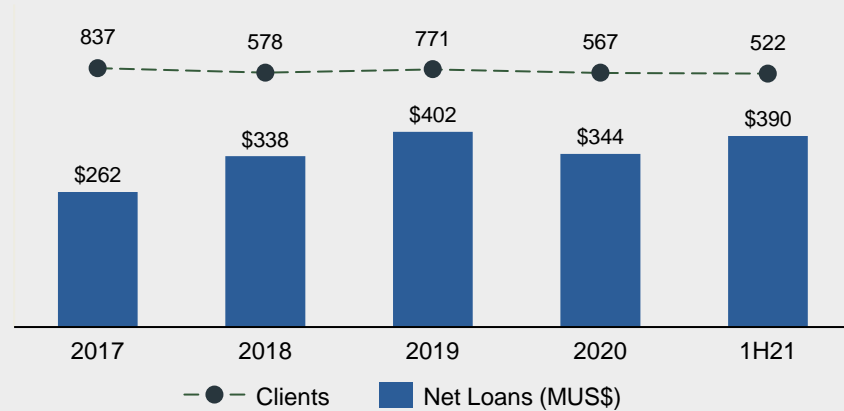
CORPORATE LENDING & LEASING



Focus on strengthening collateral coverages during 2020 and 2021

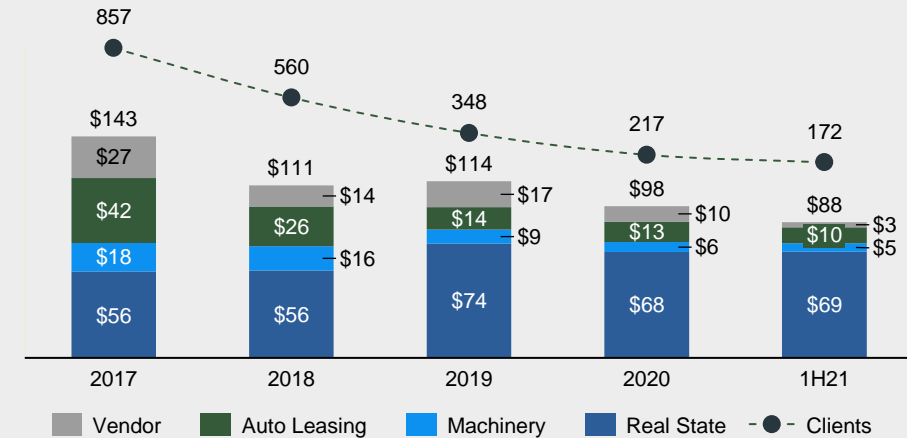
CORPORATE LENDING: NET LOANS AND NUMBER OF CLIENTS

'17-'1H21 CAGR: 12.1%

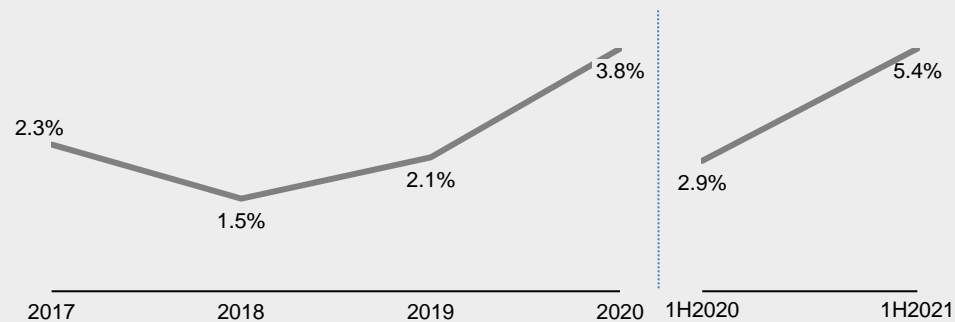


LEASING: NET LOANS AND NUMBERS OF CLIENTS

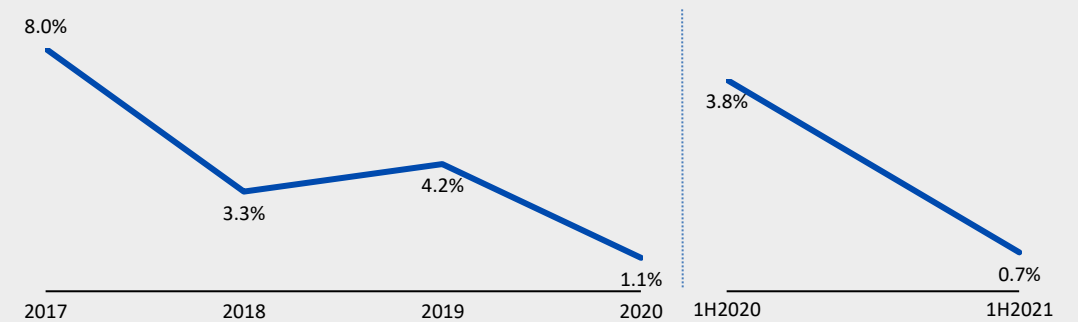
'17-'1H21 CAGR: -13.0%



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



LEASING: NET LOANS AND NUMBERS OF CLIENTS (1)



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

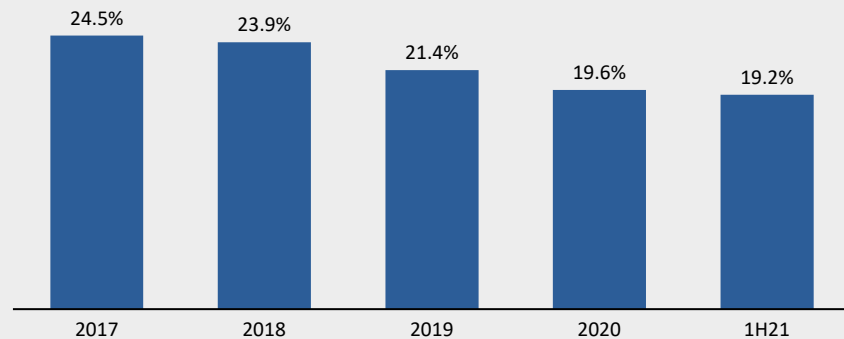
AUTO FINANCING

Increasing gross profit margins and volumes



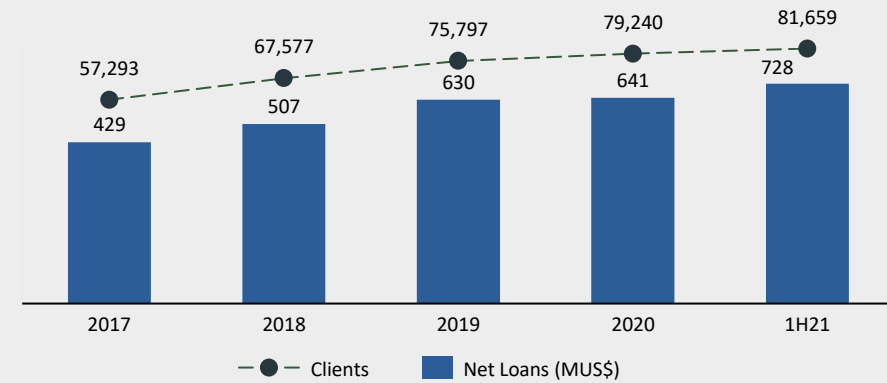
- Tanner operates through three sales channels:
 - 1) AMICAR (bidding platform owned by Derco and Gildemeister)
 - 2) Dealers
 - 3) Direct
- Our joint venture agreement with CrediNissan continues to support the portfolio growth, while improving the risk profile.
- The portfolio is currently comprised of 87% of new cars / 13% pre-owned.

YIELD (1)



NET LOANS AND NUMBER OF CLIENTS

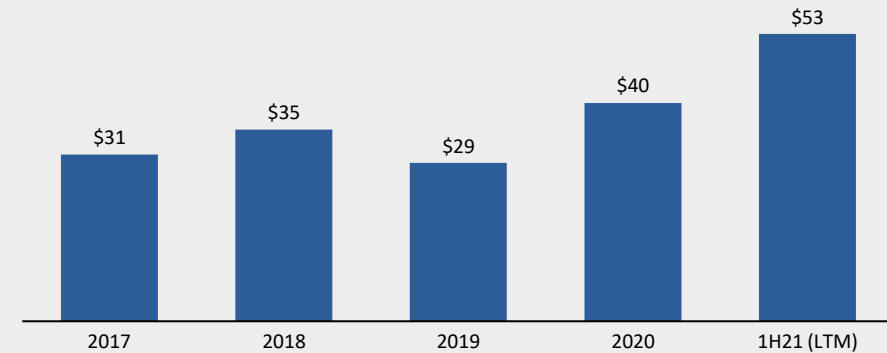
'17-'1H21 CAGR: 16.3%



GROSS PROFIT (2)

(US\$ mm)

'17-'1H21 CAGR: 16.8%



(1) Yield = Income / Average Net Loans
(2) Gross Profit considers impairment losses

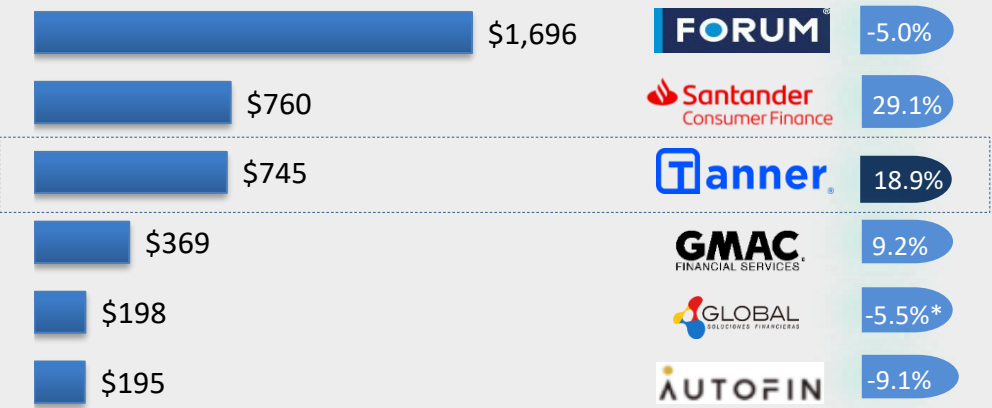
AUTO FINANCING

Increasing market share without sacrificing credit quality or profit margins

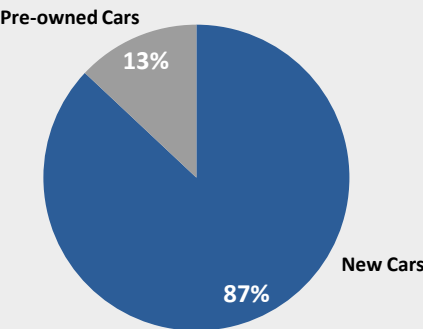


STRONG PRESENCE IN THE AUTO FINANCING INDUSTRY

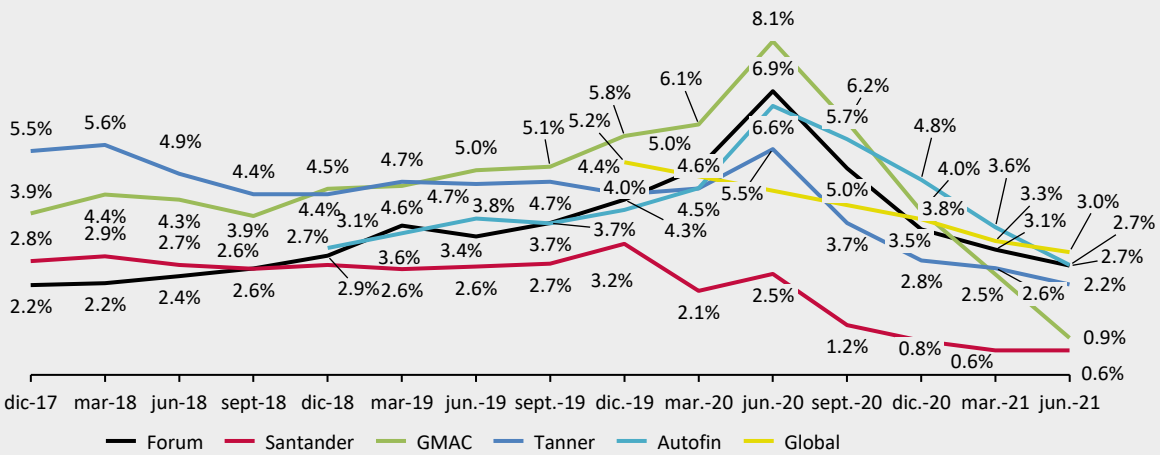
(Gross Loans – US\$m & VaR. YoY)



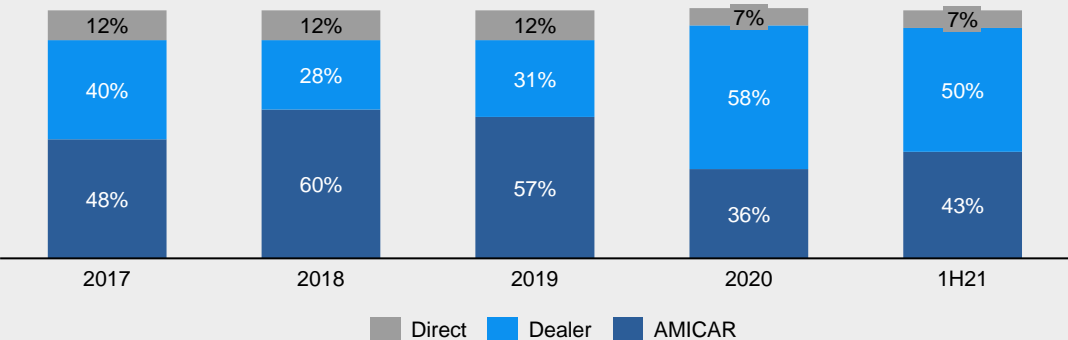
PORTFOLIO DISTRIBUTION



NON-PERFORMING LOANS > 90 DAYS (1)



DISTRIBUTION BY CHANNEL



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

(*) Information used as of Dic.20 and Dic. 19

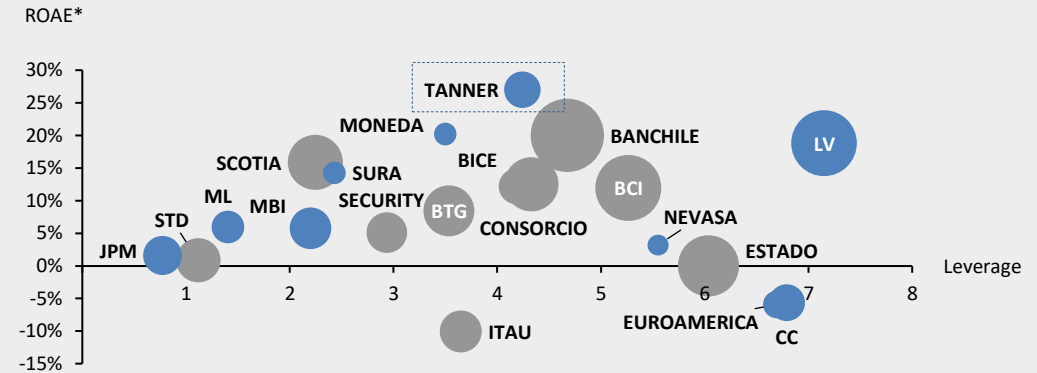
TREASURY & INVESTMENTS

Excellent results during 2020 despite adverse market conditions

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\$3.2 million in 1H21.
- TCB reached record in net profits after taxes of US\$6.6 million in 2020.
- During 1H21 Tanner issued a US\$82 mm bond in the Chilean market. After the end of the semester, two private placements have been made in international markets, for about US\$ 30 million.

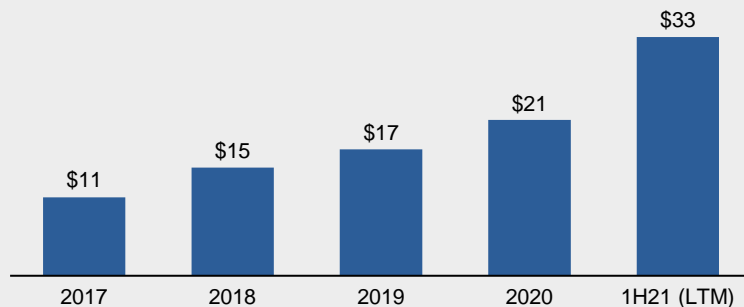
ROAE (*) VS LEVERAGE - BROKERAGE(1)



GROSS PROFIT TREASURY AND INVESTMENTS DIVISION (2)

(US\$ mm)

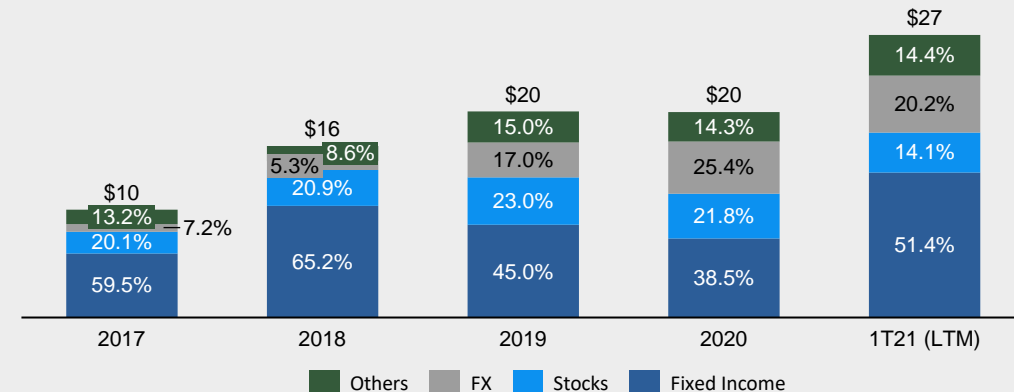
'17-'1H21 CAGR: 37.5%



INCOME AFTER TAX DISTRIBUTION (2)

(US\$ mm)

'17-'1H21 CAGR: 31.7%



(1) Consider the Top 20 biggest brokerage regarding Equity

(2) Gross Profit considers impairment losses

(*) ROAE = Income after tax / Average Equity

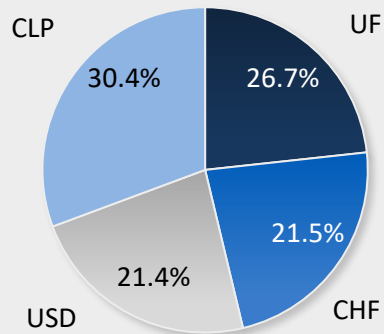
LIABILITY MANAGEMENT

Low leverage, diversified funding sources & high liquidity

LIQUIDITY RISK MITIGANTS

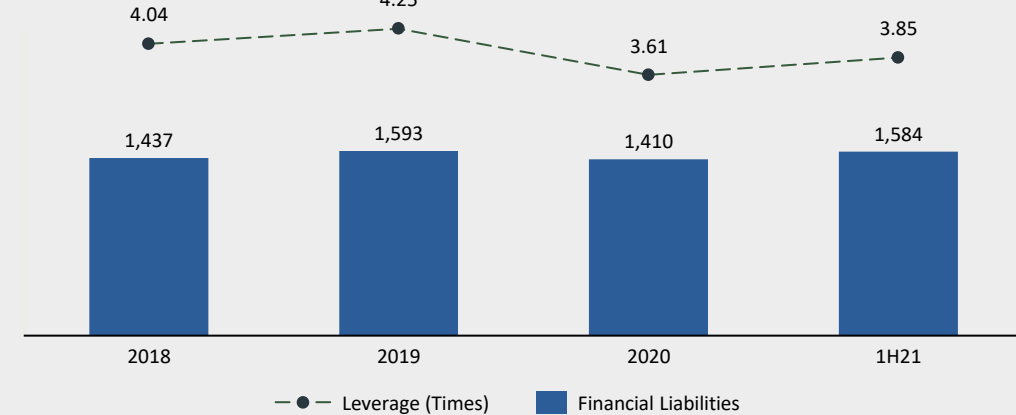
- Assets mature 10 months earlier than liabilities
- Diversified funding with debt holders across the globe
- 90 days turnover on the factoring portfolio allows the Company to accurately meet upcoming maturities
- Conservative leverage ratio

FINANCIAL LIABILITIES BY CURRENCY



FINANCIAL LIABILITIES and LEVERAGE

(US\$ mm)



BALANCE SHEET STRUCTURE AND HEDGING

(US\$ mm)

- Average asset duration: 0.87 years.
- Average liability duration: 1.67 years.

Item (MM\$)	CLP	USD	EUR	CHF	UF	Otros	Total
Asstes	1,602	356	3	0	273	0	2,233
Liabilities + Equity	1,091	379	0	341	422	-	2,233
Differential by currency	513	-25	3	-339	-151	0	-
Hedges	-666	21	-	341	306	-	-
Net Exposure	-154	-4	3	-	155	0	-



LIABILITIES MATURING IN 2021

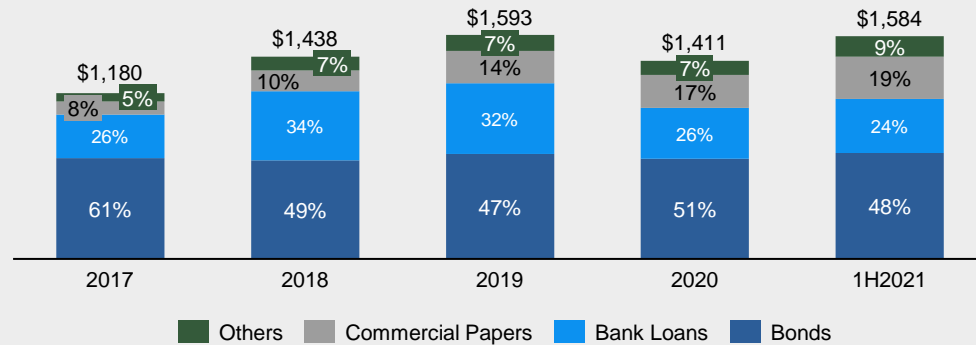
ALREADY REFINANCED

Additional funding to finance loan growth



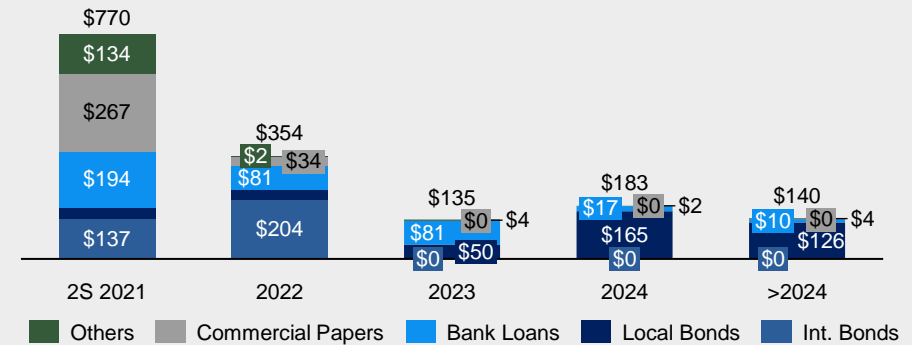
FUNDING COMPOSITION

(US\$ mm)

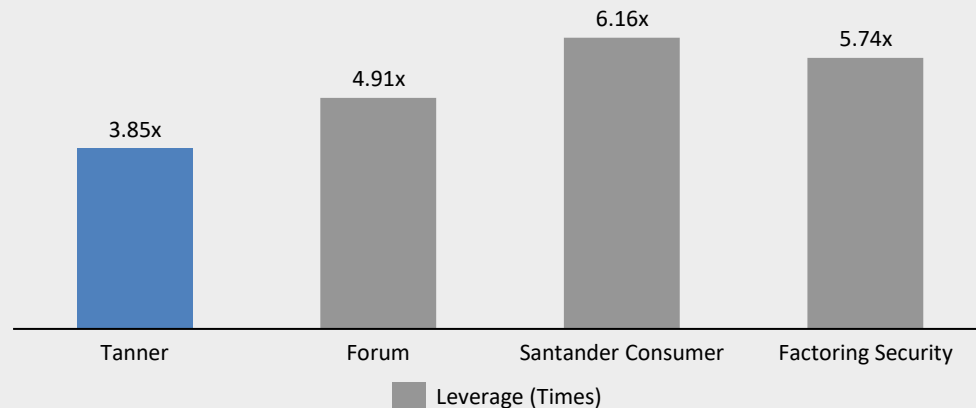


LIABILITY EXPIRATION PROFILE

(US\$ mm)

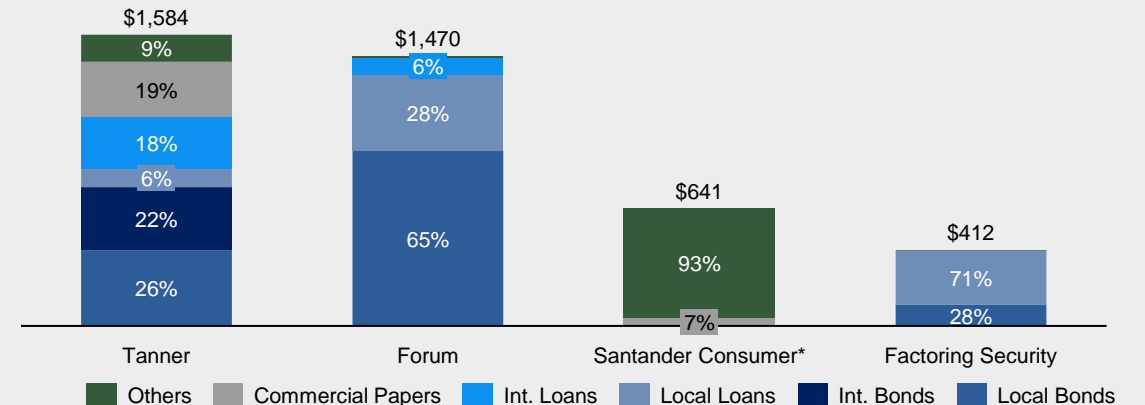


INDUSTRY LEVERAGE RATIO



FUNDING DIVERSIFICATION

(US\$ mm)



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



APPENDICES

Income Statement



CONSOLIDATED STATEMENTS INCOME BY FUNCTION	Note	01.01.2021 to 30.06.2021 (US\$ k)	01.01.2020 to 30.06.2020 (US\$ k)	Δ \$	Δ %	01.04.2021 to 30.06.2021 (US\$ k)	01.04.2020 to 30.06.2020 (US\$ k)	Δ \$	Δ %
Profit									
Revenue from ordinary activities	29	124,248	136,780	(12,532)	-9.2%	62,426	48,545	13,880	28.6%
Sales cost	29	(47,458)	(64,047)	16,588	-25.9%	(22,179)	(13,035)	(9,144)	70.1%
Gross profit		76,790	72,733	4,057	5.6%	40,247	35,510	4,737	13.3%
Other operating items									
Impairment Losses	30	(8,486)	(22,762)	14,277	-62.7%	(3,411)	(10,331)	6,919	-67.0%
Administrative expenses	29	(35,678)	(33,091)	(2,588)	7.8%	(18,502)	(15,932)	(2,570)	16.1%
Other profits (losses)		(411)	7	(417)	-6233.9%	(283)	(125)	(158)	126.1%
Financial revenue		-	3	(3)	-100.0%	-	(54)	54	-100.0%
Financial costs		(248)	(376)	128	-34.0%	(119)	(147)	28	-19.0%
Foreign exchange differences		(21)	98	(120)	-121.5%	(128)	(25)	(102)	405.3%
Income by adjustment units		46	123	(77)	-62.7%	(15)	34	(49)	-142.8%
Profit (losses) before taxes		31,992	16,736	15,256	91.2%	17,789	8,930	8,859	99.2%
Income tax	16	(3,926)	(2,372)	(1,554)	65.5%	(2,222)	(1,963)	(258)	13.2%
Profit from continuing operations		28,066	14,363	13,703	95.4%	15,567	6,966	8,601	123.5%
Profit for the period		28,066	14,363	13,703	95.4%	15,567	6,966	8,601	123.5%
Profit (loss) attributable to:									
Owners of the Parent		27,970	14,508	13,462	92.8%	15,537	6,916	8,621	124.6%
Non-controlling interests	25	96	(144)	240	-166.7%	30	50	(20)	-39.6%
Profit for the period		28,066	14,363	13,703	95.4%	15,567	6,966	8,601	123.5%

Balance Sheet



Assets	Note	30.06.2021 (US\$ k)	31.12.2020 (US\$ k)	Δ \$	Δ %
Current assets					
Cash and cash equivalents	7	174,634	164,999	9,635	5.8%
Other current financial assets	8	204,469	109,836	94,633	86.2%
Other current non-financial assets	9	3,364	4,202	(838)	-19.9%
Trade and other receivables, net, current	10	1,076,411	1,007,482	68,929	6.8%
Receivables due from related parties, current	12	6,688	6,736	(48)	-0.7%
Current tax assets	16	11,508	9,131	2,377	26.0%
Total current assets other than assets or asset groups for disposal classified as held-for-sale or held for distribution to the owners		1,477,074	1,302,386	174,688	13.4%
Non-current assets or asset groups for disposal classified as held-for-sale	13	16,816	6,593	10,223	155.1%
Total current assets		1,493,889	1,308,979	184,910	14.1%
Non-current assets					
Other non-current financial assets	8	93,923	75,620	18,303	24.2%
Other non-current non-financial assets	9	8,807	7,120	1,688	23.7%
Trade and other receivables, non-current	10	572,826	538,371	34,455	6.4%
Trade receivables due from related parties, non-current	12	277	46	231	497.9%
Intangible assets other than goodwill	17	7,640	9,120	(1,481)	-16.2%
Goodwill	18	2,253	2,253	-	0.0%
Property, plant and equipment	14	13,365	14,164	(799)	-5.6%
Investment property	15	-	15,551	(15,551)	-100.0%
Deferred tax assets	16	40,453	42,896	(2,443)	-5.7%
Total non-current assets		739,544	705,142	34,403	4.9%
TOTAL ASSETS		2,233,434	2,014,120	219,313	10.9%

Balance Sheet



Liabilities and Equity	Note	30.06.2021 (US\$ k)	31.12.2020 (US\$ k)	Δ \$	Δ %
Current liabilities					
Other current financial liabilities	19	868,454	709,559	(36,881)	-5.2%
Trade and other payables, current	21	182,940	160,010	(7,157)	-4.4%
Other short-term provisions	22	-	699	474	67.3%
Current tax liabilities	16	1,140	4,482	621	13.7%
Current provisions for employee benefits	23	4,367	1,306	(39)	-2.9%
Total current liabilities		1,056,901	876,055	(42,982)	-4.9%
Non-current liabilities					
Other non-current financial liabilities	20	715,811	701,049	60,552	8.6%
Diferred tax liabilities	16	13	-		
Non-current provisions for employee benefits	23	469	412	(26)	-6.3%
Total non-current liabilities		716,294	701,461	60,526	8.6%
TOTAL LIABILITIES		1,773,195	1,577,516	195,679	12.4%
EQUITY					
Share capital	24	268,253	268,253	-	0.0%
Retained earnings	24	194,273	174,695	19,578	11.2%
Other reserves	24	(3,637)	(7,615)	3,978	-52.2%
Total equity attributable to the owners of the Parent		458,889	435,333	23,556	5.4%
Non-controlling interests	25	1,350	1,271	79	6.2%
TOTAL EQUITY		460,239	436,604	23,635	5.4%
TOTAL LIABILITIES AND EQUITY		2,233,434	2,014,120	219,313	10.9%



WE ARE TOGETHER IN THIS

CONTACT INFORMATION:

María Paz Merino. Investor Relations Manager
El Golf 40, Floor 9, Las Condes – Santiago, Chile
Phone: + 562 3325 4714
E-mail: maria.merino@tanner.cl

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