

Corporate Presentation
June 2022





Corporate Presentation

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Agenda

01 OVERVIEW

- Tanner at a glance

02 FINANCIAL RESULTS

- Financial Results
- Corporate Division: Factoring, Corporate Loans & Leasing
- Auto Financing Division
- Treasury & Investments Division

03 APPENDICES

- Income Statement
- Balance Sheet



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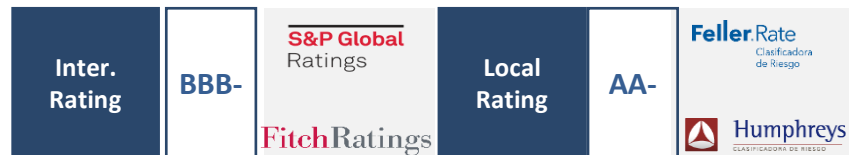
03 APPENDICES

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Almost 30 years of history support our business model

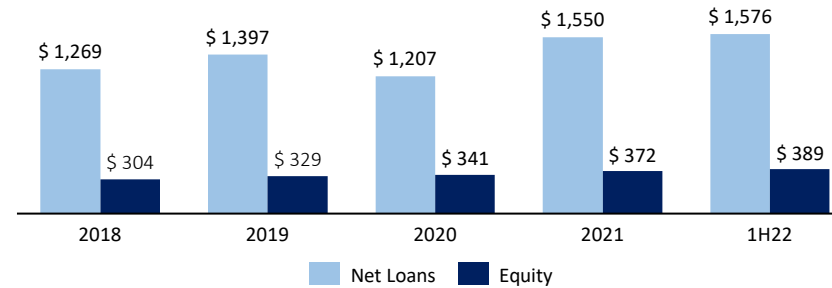
HIGHLIGHTS:

- Net profit during 1H22 reached US\$21 million (-3.7% YoY), achieving a ROAE¹ of 10.1% and a ROAA² de 2.0%.
- Global NPLs over 90 days, in line with our expectations, increased slightly, mainly due to an increase in both factoring and auto financing NPLs over 90 days.
- During 1H22, Tanner issued local bonds and commercial papers for approximately US\$555 million.
- Low leverage, with greater diversification of our financing, compared to industry peers.
- In line with the implementation of ESG strategies, a team is created to promote Electromobility in companies. In addition, the Compliance, Operational Risk and IT team is reinforced.
- Risk ratings:



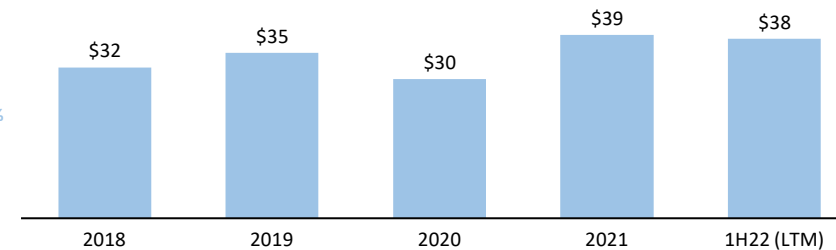
NET LOANS (US\$MM)

'18-'1H22 CAGR: 6.4%
'18-'1H22 CAGR: 7.4%

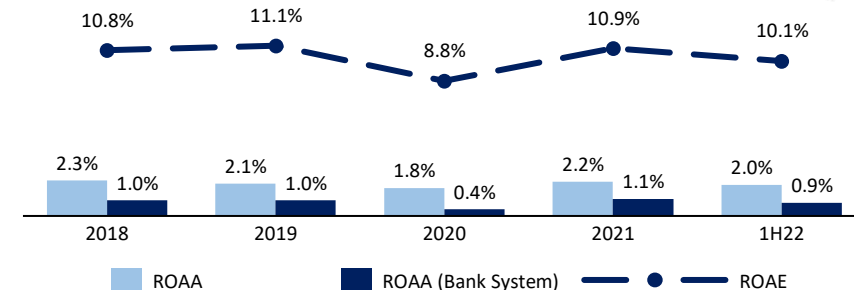


NET PROFIT (US\$MM)

'18-'1H22 CAGR: 5.1%



PROFITABILITY (1)(2)



(1) ROAE = Net Profit LTM / Average Equity
(2) ROAA = Net Profit LTM / Average Assets
(3) Mobile executives connected remotely to Tanner's network



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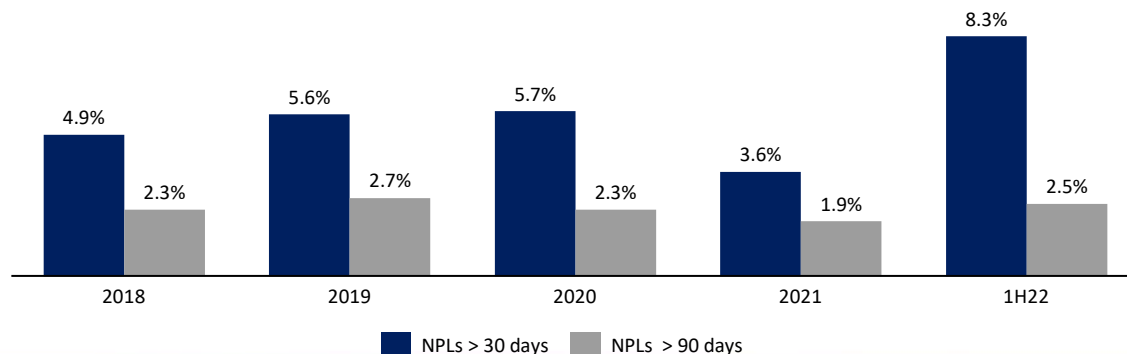
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Net Profit decreased 3.7% YoY, with net loans at record highs

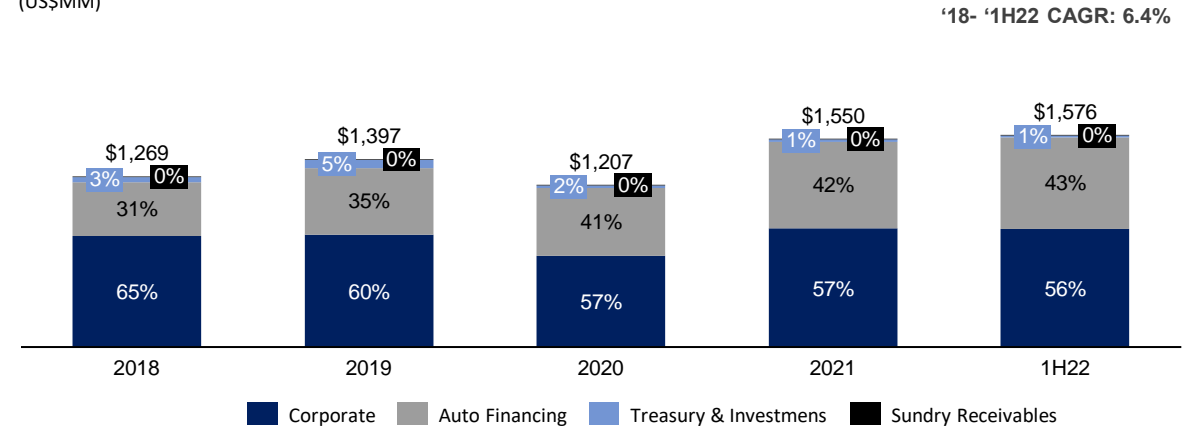
HIGHLIGHTS

- Net Profit during 1H2022 decreased by 3.7% YoY, reaching MMUS\$21, with a ROAE of 10.1%.
- In line with our expectations, NPLs over 90 days increased 56 basis points YTD, mainly due to an increase in both factoring and auto financing NPLs over 90 days.
- Net Loans continue to rise, supported by an active and diversified financing strategy.
- As for new financial liabilities, during 1H22 were issued local bonds, amounting to MMUS\$105, commercial papers, amounting to MMUS\$450, and two new credits with DEG and OPEC were disbursed, amounting to MMUS\$20 each. In addition, in august we closed an IDB-Bladex syndicated loan for MMUS\$168.
- Nearly completed our financing for 2022, considering the maturity of our Swiss bond in november and our budgeted business growth.

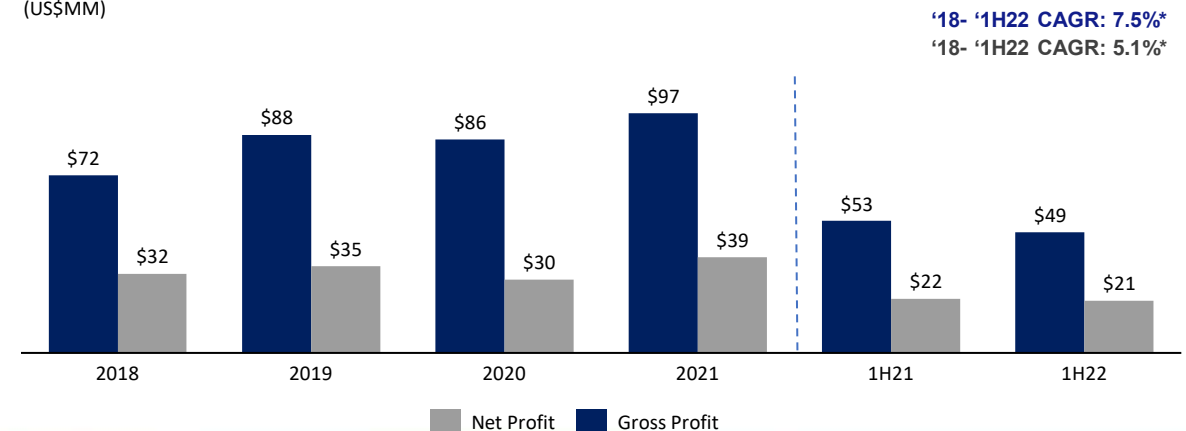
NON-PERFORMING LOANS (1)



NET LOANS (US\$MM)

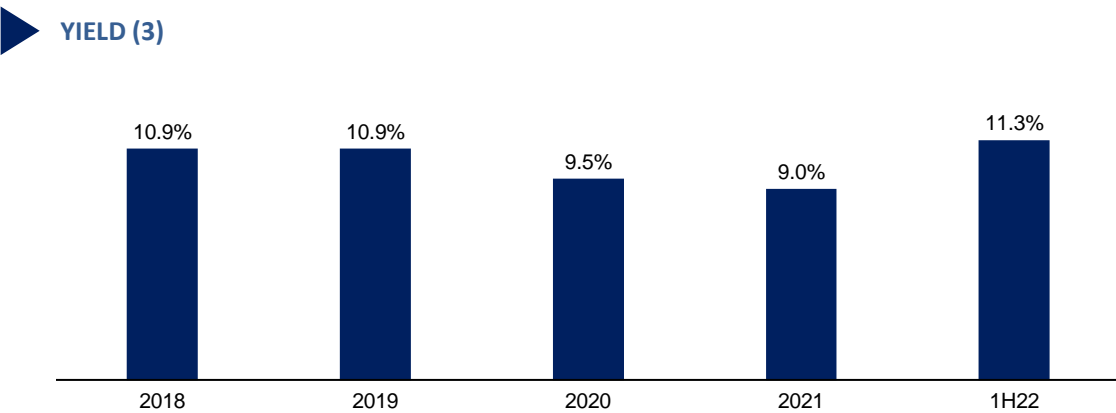
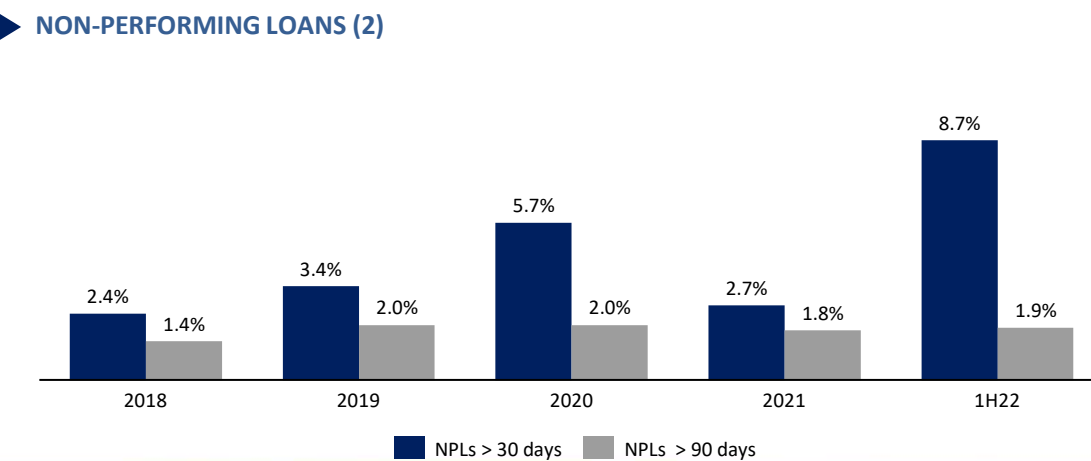
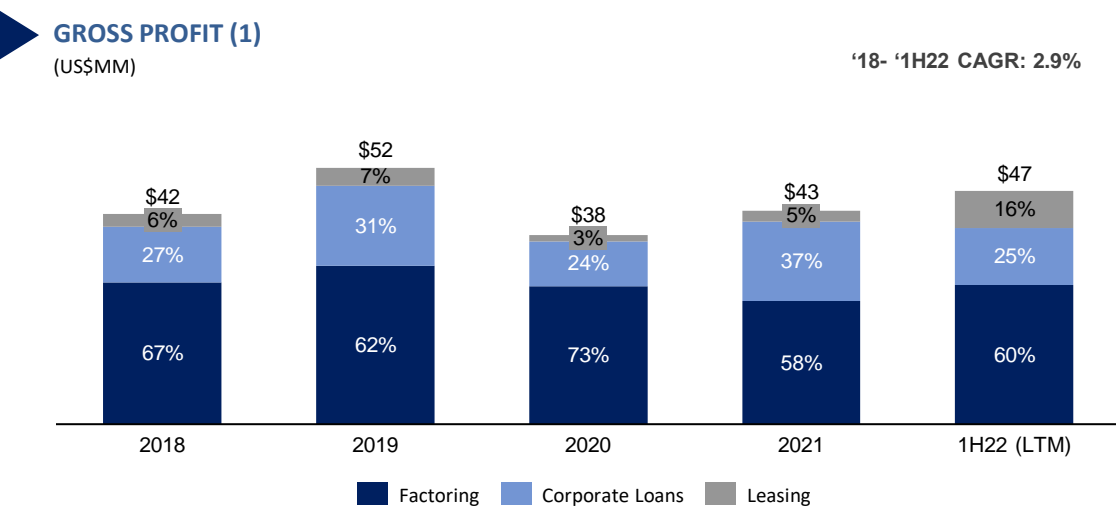
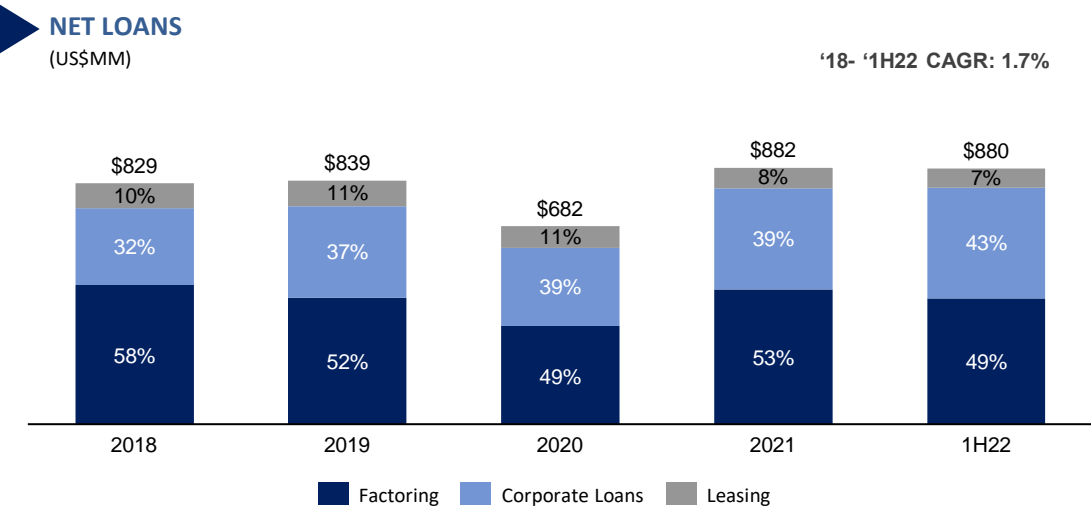


NET PROFIT AND GROSS PROFIT (2) (US\$MM)



(1) NPLs = Non Performing Loans / (Loan Stock + Provisions)
 (2) Gross Profit considers impairment losses
 (*) Gross Profit LTM and Net Profit LTM are used to calculate the CAGR

Net loans remain at high levels and yield increases, increasing the profitability despite the increase in financing costs



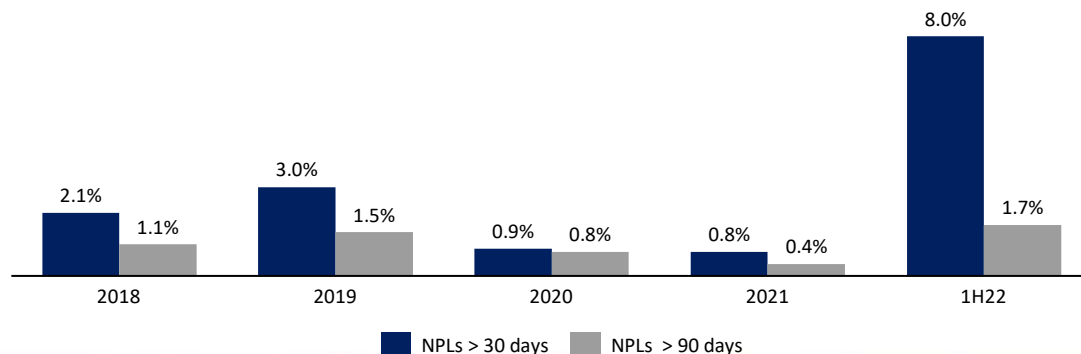
(1) Gross Profit considers impairment losses
(2) NPLs = Non Performing Loans / (Loan Stock + Provisions)
(3) Yield = Income LTM / Average Net loans

The number of customers continues increasing and an increase in the gross profit is observed

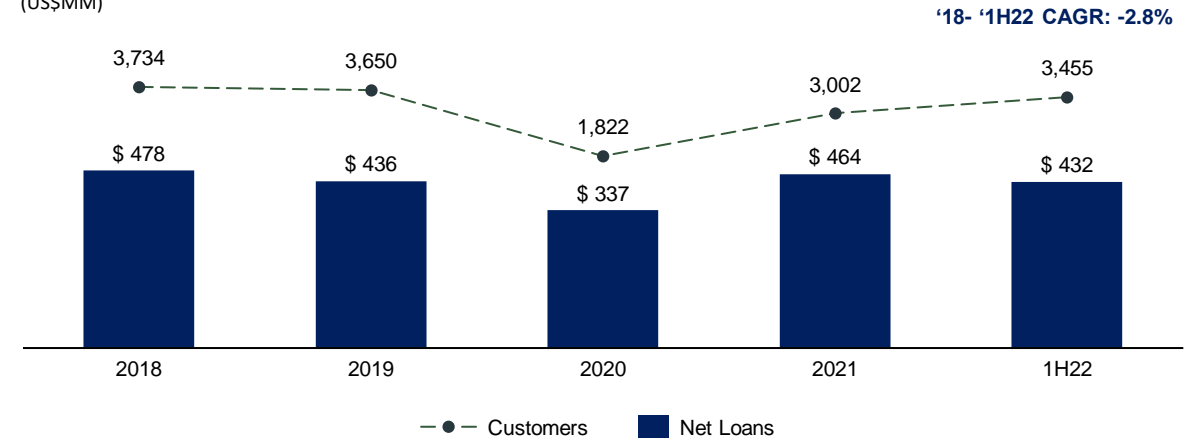
HIGHLIGHTS

- NPLs increased, in line with our expectations.
- Decrease in loans compared to 4Q21, due to the seasonality of the product, was less than budgeted.
- Significant capture of customers compared to ACHEF's comparables.
- Yield increases, in a context of higher cost of funding.
- Factoring volume is comprised as follows:
 - ✓ **Invoices:** 63.6%.
 - ✓ **Confirming:** 12.8%.
 - ✓ **Checks & Promissory Notes:** 13.0% and 10.6%, respectively.

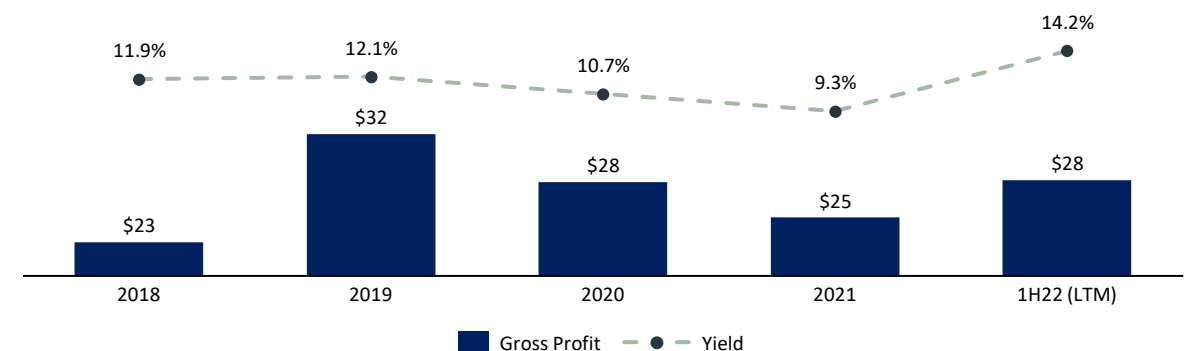
NON-PERFORMING LOANS (1)



NET LOANS (US\$MM)



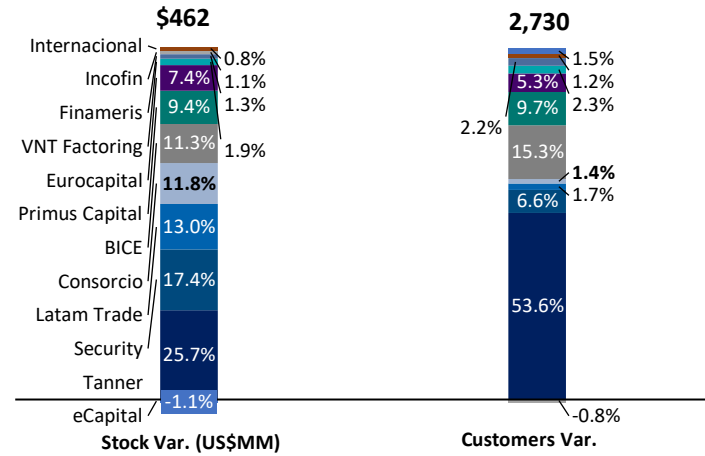
GROSS PROFIT (2) AND YIELD (3) (US\$MM)



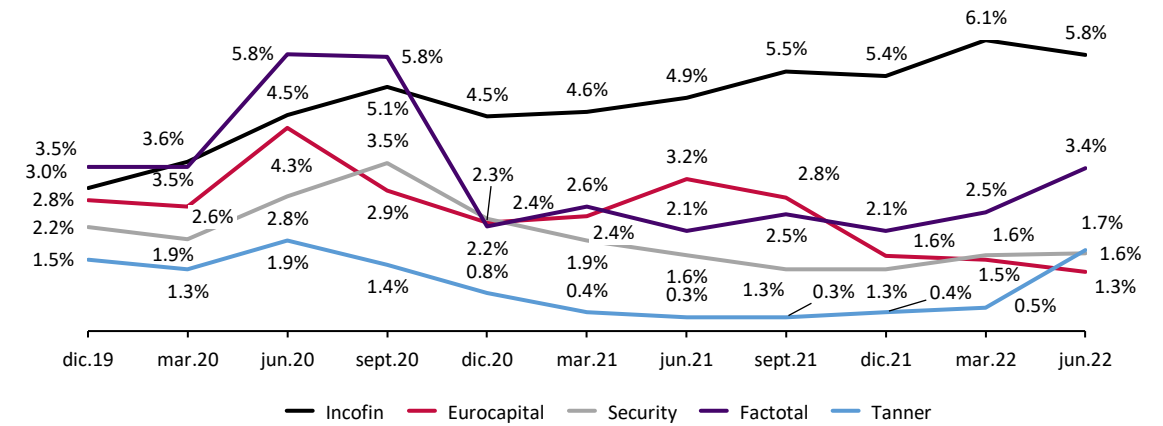
(1) NPLs = Non Performing Loans / (Loan Stock + Provisions)
 (2) Gross Profit considers impairment losses
 (3) Yield = Income LTM / Average Net loans

Largest Non-Bank Financial Institution

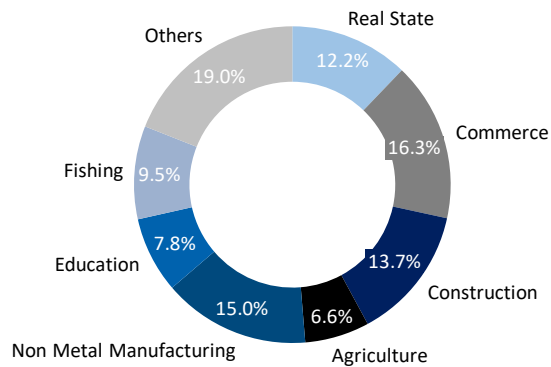
PARTICIPATION OF VARIATION IN STOCK AND CUSTOMERS ACHEF (VAR YoY) (1)



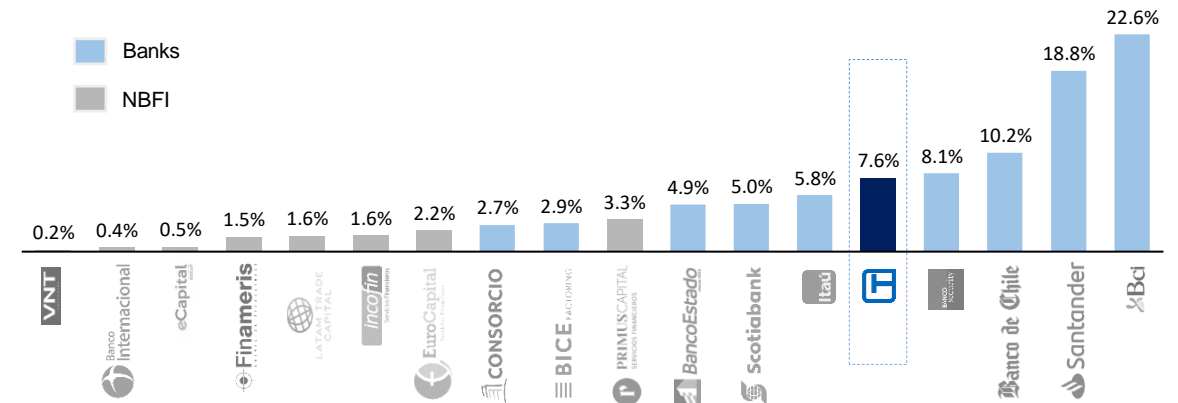
NON-PERFORMING LOANS (2)



LOAN PORTFOLIO INDUSTRY DISTRIBUTION (3)



MARKET SHARE (1)



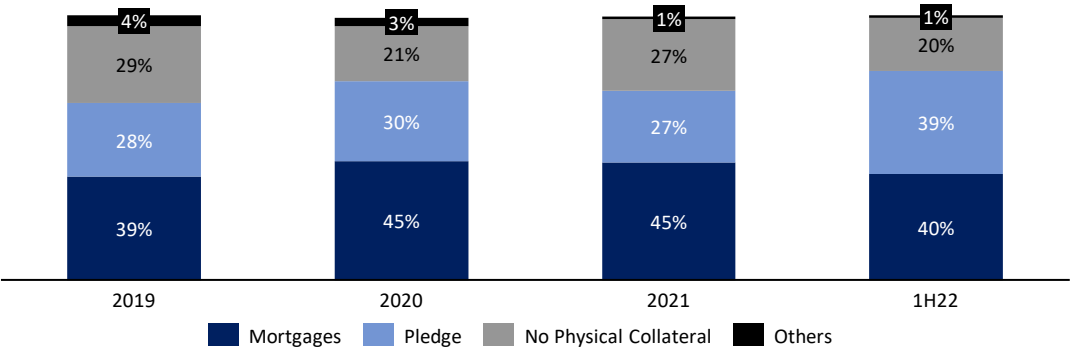
(1) Source: ACHEF
 (2) NPLs = Non Performing Loans / (Loan Stock + Provisions)
 (3) Based on SII's classifications

Continuous strengthening of collateral coverage during 2022, and corporate loans reduces its NPLs > 90 days

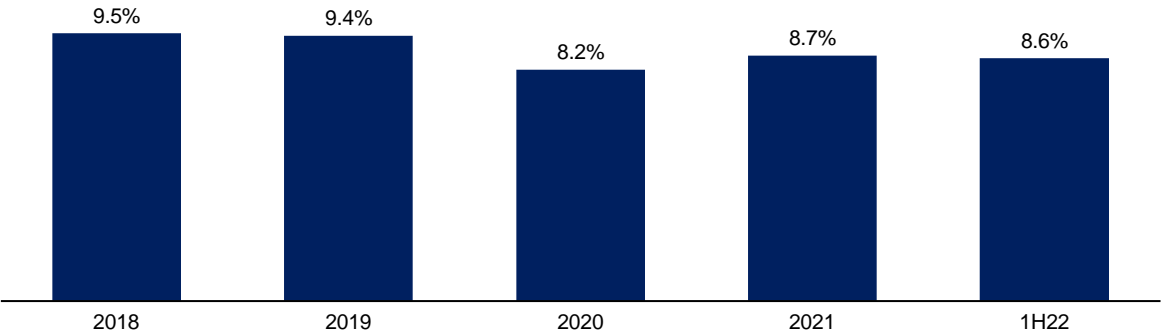
HIGHLIGHTS

- Net Loans of corporate loans increased by 9.5% YTD, in line with the strategy of compensating for factoring seasonality.
- Corporate Loans reduces its NPLs over 90 days compared to 2Q21, along with a focus on the constitution of real collaterals. This is in line with short-term effects addressed during 1H22, which were generated by the pandemic.
- Leasing maintained its NPLs over 90 days below 1%, in line with the strategy of focusing on the real estate industry, which remains core of the business.

EVOLUTION OF THE COMPOSITION OF CORPORATE LOANS & LEASING COLLATERALS



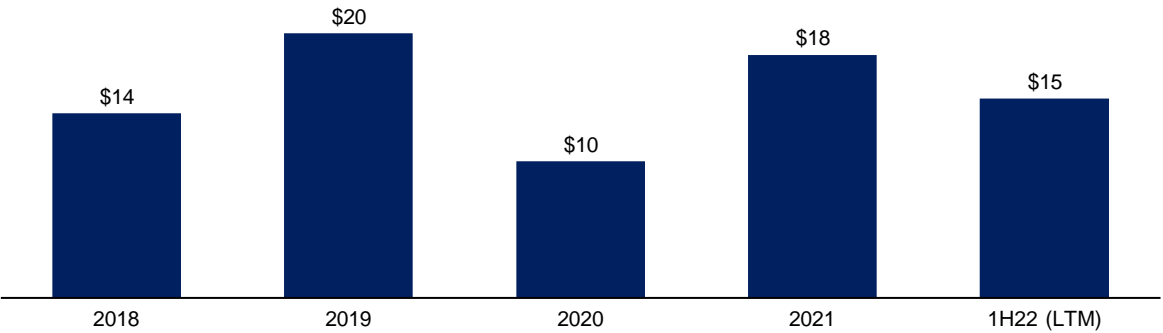
YIELD (1)



GROSS PROFIT CORPORATE LOANS + LEASING (2)

(US\$MM)

'18- '1H22 CAGR: 2.2%



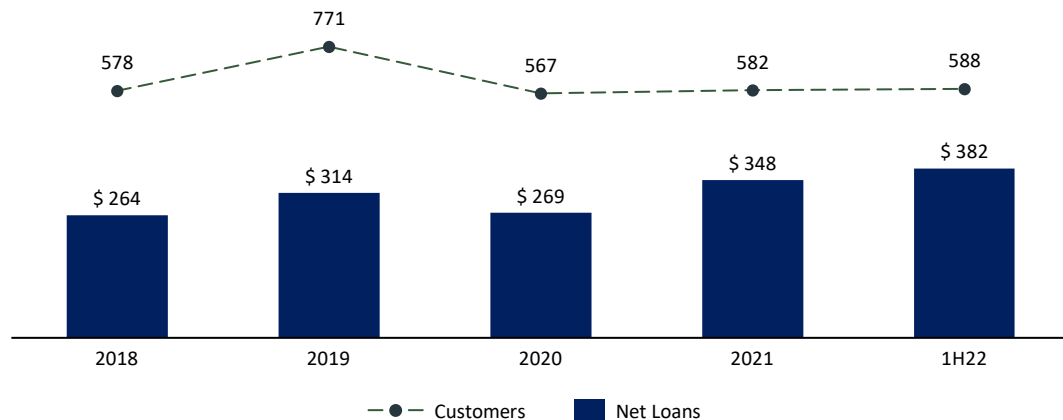
(1) Yield = Income LTM / Average Net loans
(2) Gross Profit considers impairment losses

Continuous strengthening of collateral coverage during 2022, and corporate loans reduces its NPLs > 90 days

CORPORATE LOANS: NET LOANS & # CUSTOMERS

(US\$MM)

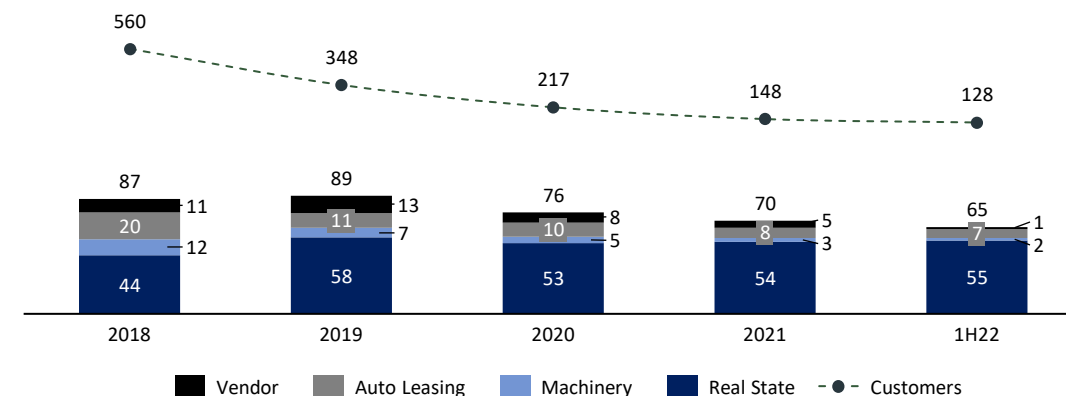
'18- '1H22 CAGR: 11.1%



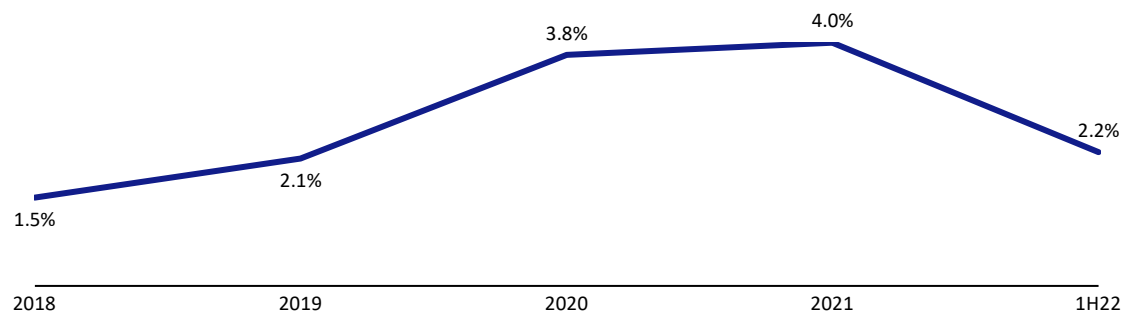
LEASING: NET LOANS & # CUSTOMERS

(US\$MM)

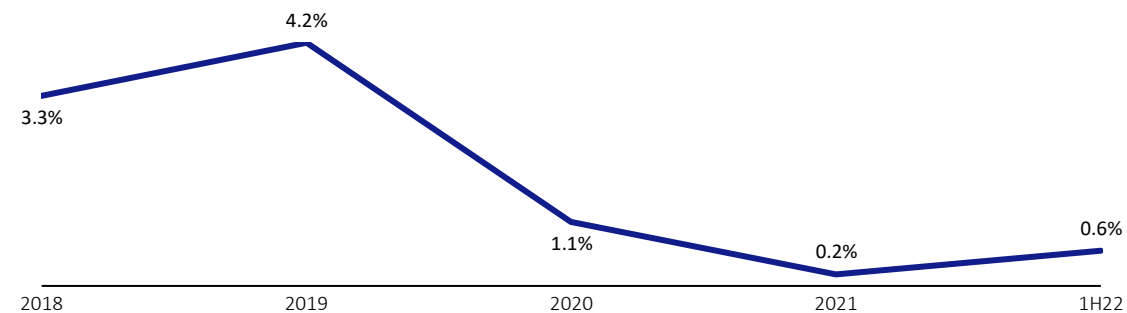
'18- '1H22 CAGR: -7.8%



CORPORATE LOANS: NPLs > 90 DAYS (1)



LEASING: NPLs > 90 DAYS (1)



(1) NPLs = Non Performing Loans / (Loan Stock + Provisions)

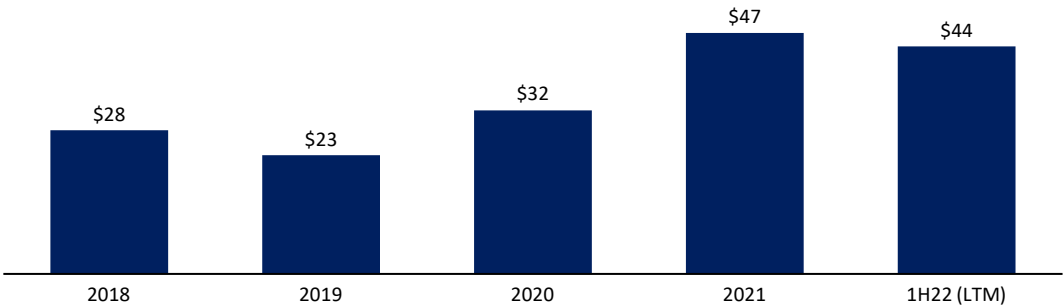
The relationship with Nissan is consolidated through the creation of the first auto financing company for Nissan vehicles in South America, which began operations in August 2022

HIGHLIGHTS

- In April 2022, an agreement was signed with Nissan for the creation of the first auto financing company for Nissan vehicles in South America.
- Tanner operates through 4 channels:
 - 1) AMICAR
 - 2) Dealers and Brands
 - 3) Direct
 - 4) Heavy Vehicles
- Increase in net loans driven by the agreement with Credinissan and a great commercial management.

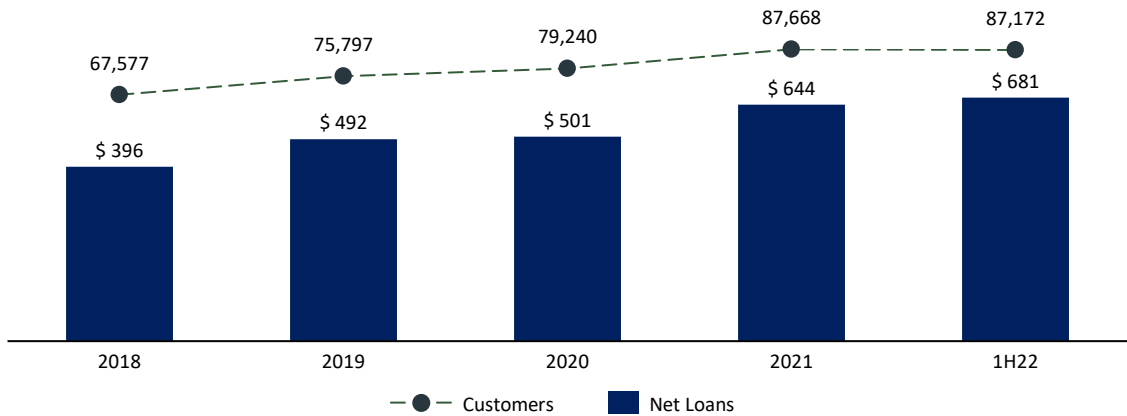
GROSS PROFIT (1) (US\$MM)

‘18- ‘1H22 CAGR: 14.0%

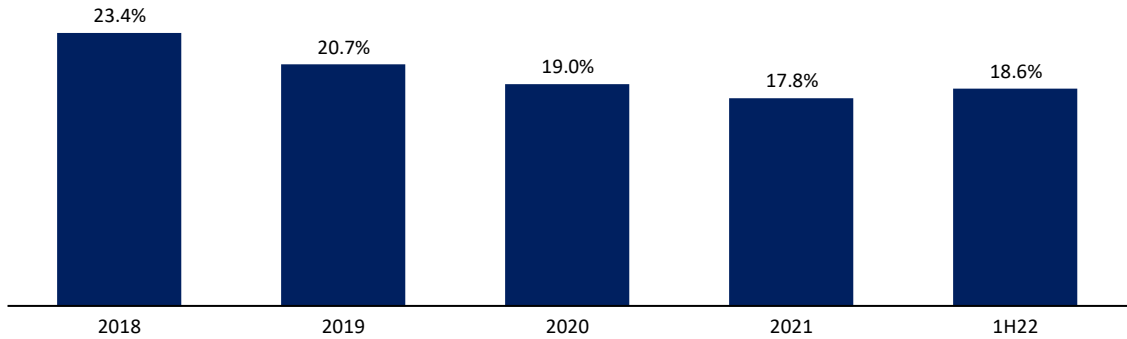


NET LOANS (US\$MM)

‘18- ‘1H22 CAGR: 16.8%



YIELD (2)

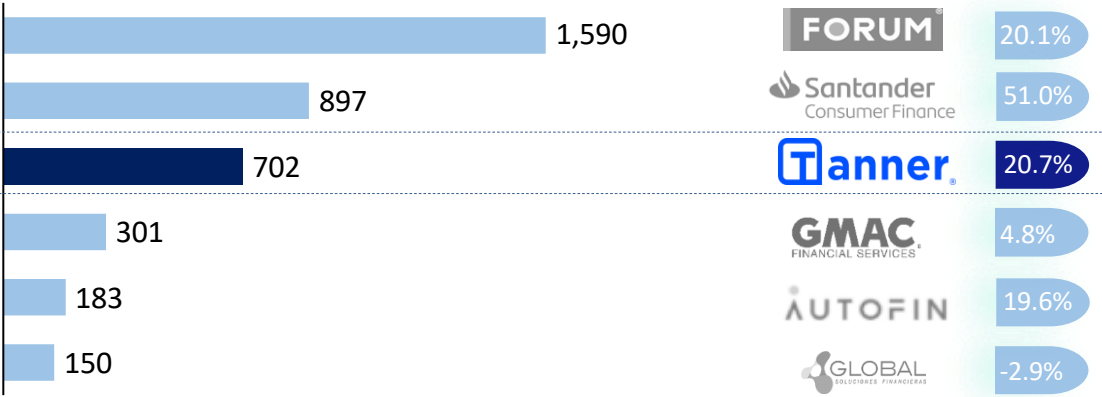


(1) Gross Profit considers impairment losses
(2) Yield = Income LTM / Average Net loans

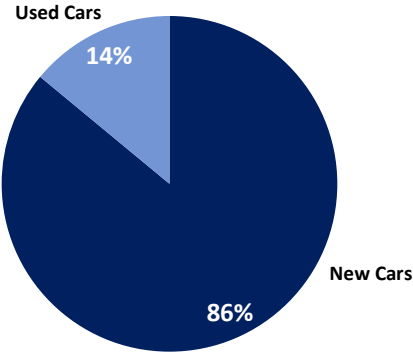
Important presence in the industry

MARKET SHARE IN THE AUTO FINANCING INDUSTRY (1)

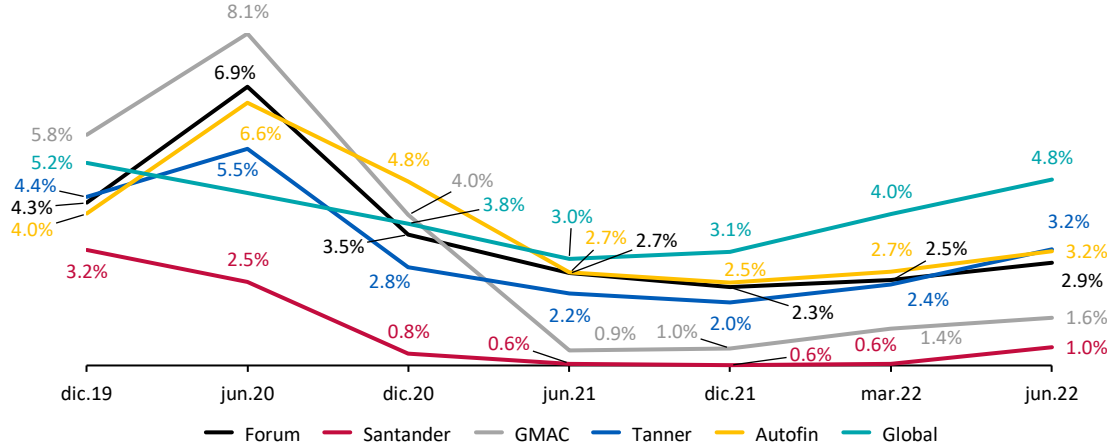
Gross Loans— US\$MM and VaR. YoY



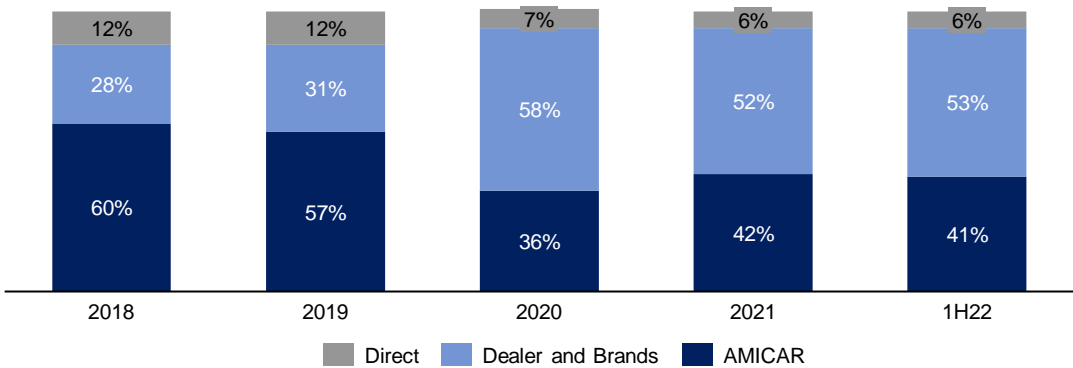
PORTFOLIO DISTRIBUTION



NON-PERFORMING LOANS (1)



DISTRIBUTION BY CHANNEL



(1) NPLs = Non Performing Loans / (Loan Stock + Provisions)

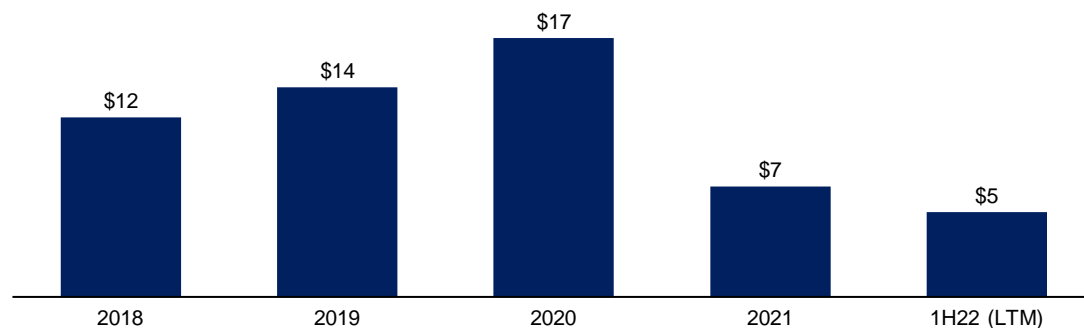
Our direct contact to the capital market

HIGHLIGHTS

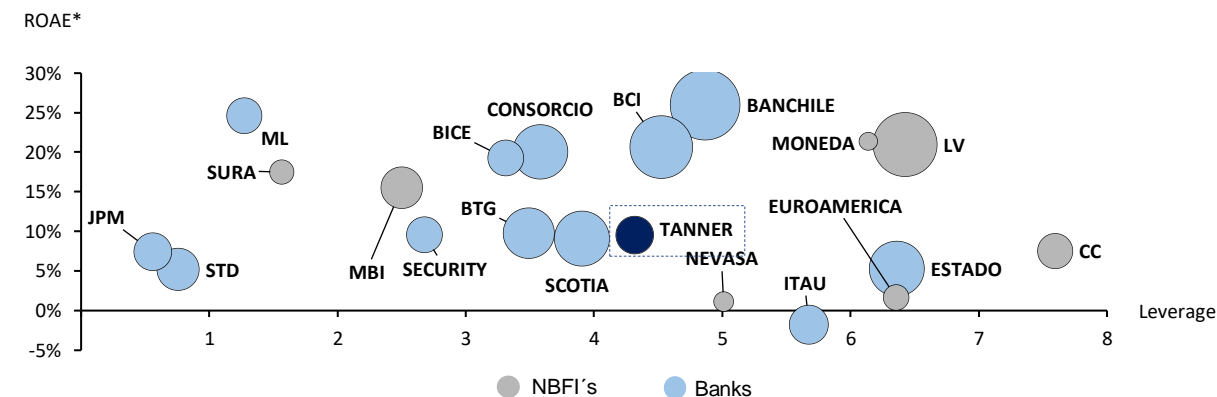
- This division consolidates the Tanner Servicios Financieros Treasury Management and “TCB” (Tanner Corredores de Bolsa).
- The division’s lower margin is explained by higher hedging costs, associated with increases in local rates vs international rates.
- Net Profit of TCB increased by 64.0% a/a, reaching US\$4.1 million, where there is evidence of an improvement in its main business: Local Fixed Income.

GROSS PROFIT TREASURY AND INVESTMENTS DIVISION (2) (US\$MM)

‘18- ‘1H22 CAGR: -19.3%

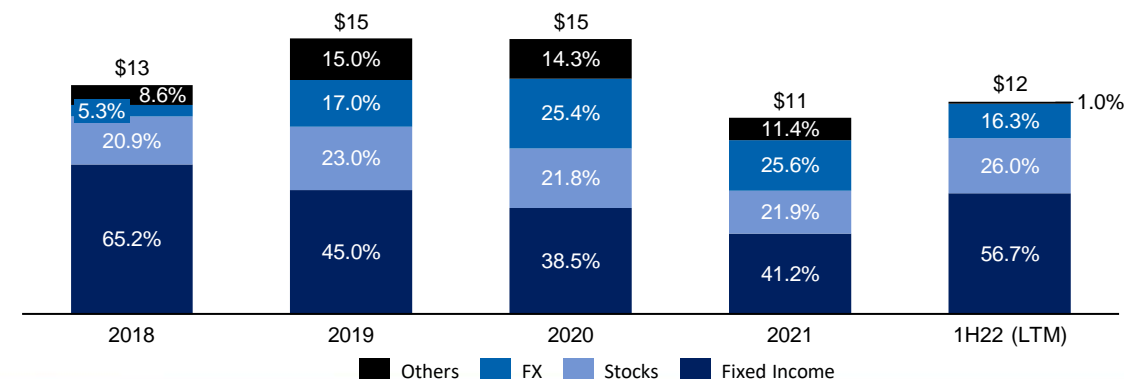


ROAE (*) VS LEVERAGE – BROKERAGE (1)



INCOME DISTRIBUTION TCB (US\$MM)

‘18- ‘1H22 CAGR: -2.1%



(1) Consider the Top 20 biggest brokerage regarding Equity

(2) Gross Profit considers impairment losses

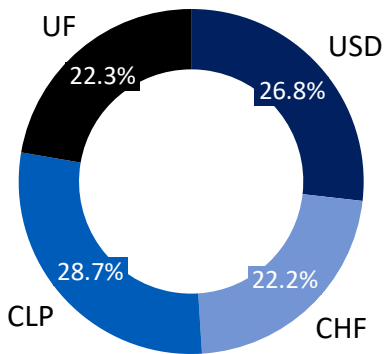
(*) ROAE = Income after tax / Average Equity

Low leverage and diversified funding sources

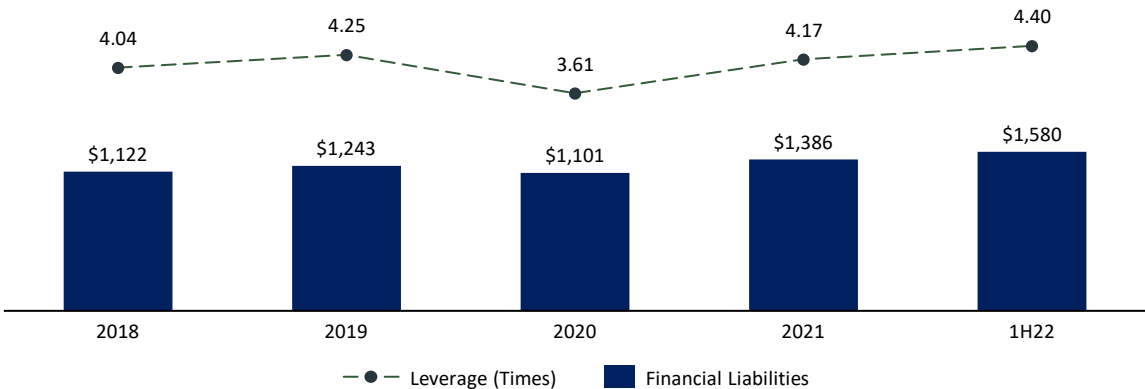
HIGHLIGHTS

- Low leverage and focus on diversifying sources of financing.
- The difference in the average duration between assets and liabilities remains at 1 year.
- As for new financial liabilities, during 1H22 were issued local bonds, amounting to US\$105 million, commercial papers, amounting to US\$450 million, and two new credits with DEG and OPEC were disbursed, amounting to US\$20 million each. In addition, in august Tanner closed an IDB-Bladex syndicated loan for US\$168 million.
- Nearly completed our financing for 2022, considering the maturity of our Swiss bond in november and our budgeted business growth.

FINANCIAL LIABILITIES BY CURRENCY



FINANCIAL LIABILITIES AND LEVERAGE (US\$MM)



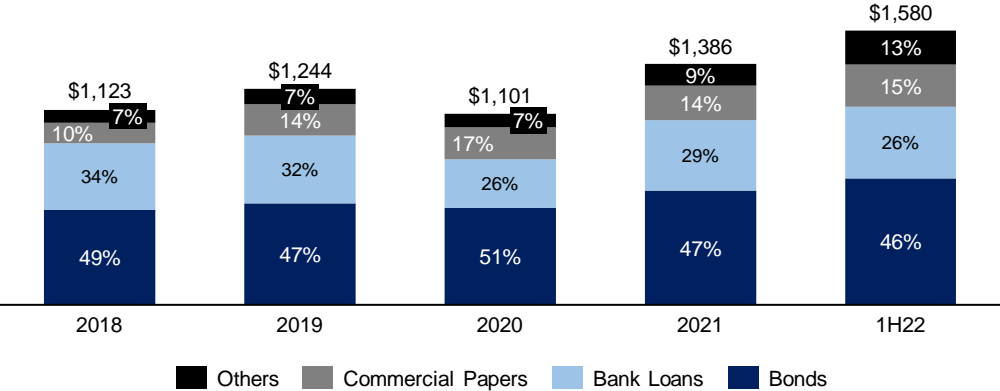
BALANCE SHEET STRUCTURE AND HEDGING (US\$MM)

- Average asset duration: 0.8 years.
- Average liability duration: 1.8 years.

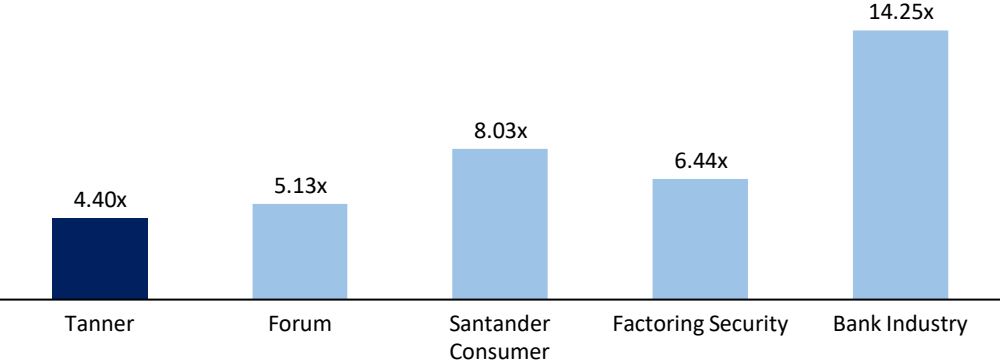
Item (MM\$)	CLP	USD	EUR	CHF	UF	Others	Total
Assets	1,311	410	1	-	382	-	2,104
Liabilities + Equity	959	432	17	347	349	-	2,104
Net Exposure	-202	5	0	-	197	-	-

Low leverage and diversified funding sources

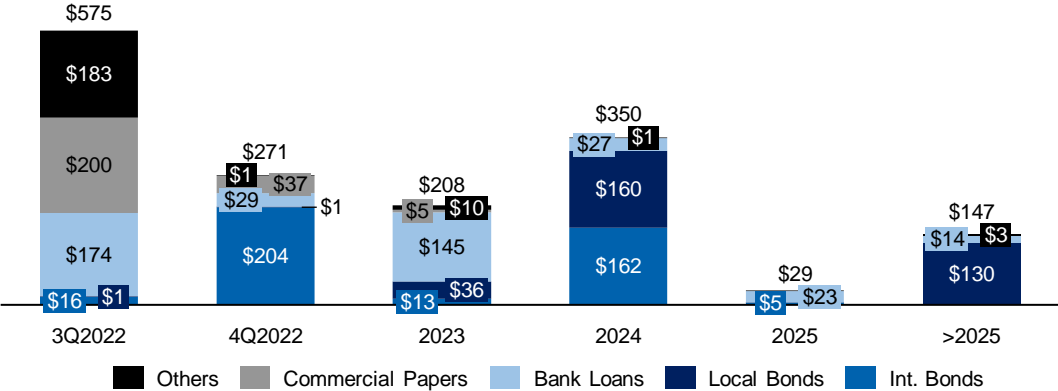
FUNDING COMPOSITION
(US\$MM)



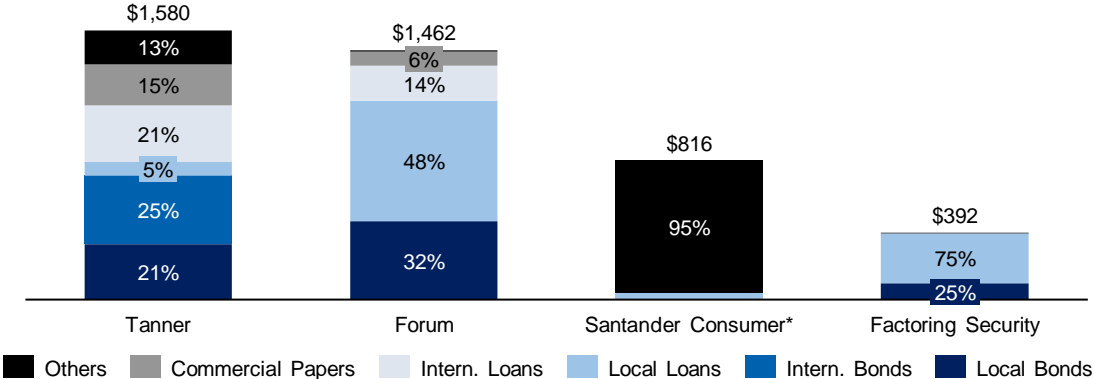
INDUSTRY LEVERAGE RATIO (1)



LIABILITY MATURITY PROFILE
(US\$MM)



FUNDING DIVERSIFICATION
(US\$MM)



(1) Tanner's net leverage reaches 4,2x
(*) Santander Consumer others refers to liabilities with related entities.



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CONSOLIDATED STATEMENTS OF INCOME BY FUNCTION	Note	01.01.2022 to 30.06.2022 (MUS\$)	01.01.2021 to 30.06.2021 (MUS\$)	Δ \$	Δ %	01.04.2022 to 30.06.2022 (MUS\$)	01.04.2021 to 30.06.2021 (MUS\$)	Δ \$	Δ %
Profit									
Revenue	27	138,375	97,012	41,362	42.6%	75,306	48,741	26,564	54.5%
Cost of sales	27	(70,523)	(37,055)	(33,468)	90.3%	(40,589)	(17,317)	(23,272)	134.4%
Gross Profit		67,851	59,957	7,894	13.2%	34,716	31,424	3,292	10.5%
Other operating Items									
Impairment losses	28	(19,045)	(6,625)	(12,419)	187.4%	(12,999)	(2,664)	(10,336)	388.0%
Administrative expenses	27	(30,405)	(27,857)	(2,548)	9.1%	(16,516)	(14,446)	(2,070)	14.3%
Other gains (losses)	29	37	(321)	357	-111.4%	117	(221)	338	-153.1%
Finance costs		(269)	(194)	(76)	39.2%	(144)	(93)	(51)	54.7%
Foreign exchange differences	6	672	(17)	688	-4161.1%	1,043	(100)	1,143	-1146.7%
Gain from indexation units		194	36	158	442.8%	(63)	(11)	(52)	452.7%
Profit before tax		19,034	24,979	(5,945)	-23.8%	6,153	13,890	(7,736)	-55.7%
Income tax	15	2,072	(3,065)	5,138	-167.6%	2,750	(1,735)	4,485	-258.5%
Profit from continuing operations		21,107	21,914	(807)	-3.7%	8,903	12,155	(3,251)	-26.8%
Profit for the year		21,107	21,914	(807)	-3.7%	8,903	12,155	(3,251)	-26.8%
Profit (loss) attributable to:									
Owners of the parent		20,980	21,839	(859)	-3.9%	8,809	12,131	(3,322)	-27.4%
Non-controlling interests	23	127	75	52	68.9%	94	24	71	299.7%
Profit for the year		21,107	21,914	(807)	-3.7%	8,903	12,155	(3,251)	-26.8%

Assets	Note	30.06.2022 (MUS\$)	31.12.2021 (MUS\$)	Δ \$	Δ %
Current assets					
Cash and cash equivalents	7	82,496	62,133	20,363	32.8%
Other current financial assets	8	248,461	138,993	109,468	78.8%
Other current non-financial assets	9	1,534	2,157	(623)	-28.9%
Trade and other receivables, net, current	10	1,050,963	1,045,496	5,467	0.5%
Receivables due from related parties, current	12	6,086	6,269	(183)	-2.9%
Current tax assets	15	17,033	13,109	3,924	29.9%
Total current assets other than assets or asset groups for disposal classified as held-for-sale or held for distribution to the owners		1,406,573	1,268,158	138,416	10.9%
Non-current assets or asset groups for disposal classified as held-for-sale	13	12,663	10,559	2,104	19.9%
Total current assets		1,419,237	1,278,717	140,520	11.0%
Non-current assets					
Other non-current financial assets	8	80,607	79,143	1,463	1.8%
Other non-current non-financial assets	9	26,584	7,833	18,751	239.4%
Trade and other receivables, non-current	10	524,714	504,309	20,405	4.0%
Trade receivables due from related parties, non-current	12	162	216	(54)	-25.0%
Intangible assets other than goodwill	17	5,627	5,593	34	0.6%
Goodwill	18	1,759	1,759	-	0.0%
Property, plant and equipment	14	9,136	9,563	(427)	-4.5%
Deferred tax assets	16	36,004	36,851	(847)	-2.3%
Total non-current assets		684,593	645,268	39,325	6.1%
TOTAL ASSETS		2,103,829	1,923,984	179,845	9.3%

Liabilities and Equity	Nota	30.06.2022 (MUS\$)	31.12.2021 (MUS\$)	Δ \$	Δ %
Current liabilities					
Other current financial liabilities	18	883,964	805,640	78,324	9.7%
Trade and other payables, current	20	121,649	155,972	(34,323)	-22.0%
Accounts payable to related parties	12	4,954	-	4,954	-
Current tax liabilities	15	3,717	5,347	(1,630)	-30.5%
Current provisions for employee benefits	21	3,457	4,173	(715)	-17.1%
Total current liabilities		1,017,742	971,132	46,610	4.8%
Non-current liabilities					
Other non-current financial liabilities	20	696,538	580,105	116,433	20.1%
Non-current provisions for employee benefits	23	282	294	(12)	-4.1%
Total non-current liabilities		696,820	580,399	116,421	20.1%
TOTAL LIABILITIES		1,714,562	1,551,531	163,031	10.5%
EQUITY					
Share capital	22	209,450	209,450	-	0.0%
Retained earnings	22	178,183	163,498	14,685	9.0%
Other reserves	22	502	(1,528)	2,030	-132.9%
Total equity attributable to the owners of the Parent		388,134	371,419	16,715	4.5%
Non-controlling interests	23	1,133	1,035	99	9.5%
TOTL EQUITY		389,268	372,454	16,814	4.5%
TOTAL LIABILITIES AND EQUITY		2,103,829	1,923,984	179,845	9.3%

Contact

TANNER

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Corporate Presentation
June 2022





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