## FORM 6-K

# SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549

**Report of Foreign Issuer** 

Pursuant to Rule 13a-16 or 15d-16 of the Securities Exchange Act of 1934

Commission File Number: 001-14554

**Banco Santander Chile** 

Santander Chile Bank (Translation of Registrant's Name into English)

Bandera 140

Santiago, Chile (Address of principal executive office)

|          | Indicate by check mark whether the registrant files or will file annual reports under cover of Form 20-F or Form 40-F:  |                   |                        |                     |             |  |  |
|----------|---|-------------------|------------------------|---------------------|-------------|--|--|
|          |   | Form 20-F         | $\boxtimes$            | Form 40-F           |             |  |  |
|          | Indicate by check mark if the registrant is submitting the Form   | 6-K in paper as p | ermitted by Regulation | ion S-T Rule 101(b) | )(1):       |  |  |
|          |   | Yes               |                        | No                  | $\boxtimes$ |  |  |
|          | Indicate by check mark if the registrant is submitting the Form   | 6-K in paper as p | ermitted by Regulation | ion S-T Rule 101(b  | )(7):       |  |  |
|          |   | Yes               |                        | No                  |             |  |  |
| 2(b) uno | Indicate by check mark whether by furnishing the information contained in this Form, the Registrant is also thereby furnishing the information to the Commission pursuant to Rule 12<br>2(b) under the Securities Exchange Act of 1934: |                   |                        |                     |             |  |  |
|          |   | Yes               |                        | No                  | $\boxtimes$ |  |  |

If "Yes" is marked, indicate below the file number assigned to the registrant in connection with Rule 12g3-2(b): N/A

| DESCRIPTION   |
|---|
|   |
| Banco Santander Chile Management Commentary 1022 April 29, 2022 |
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# SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

# BANCO SANTANDER-CHILE

| By:    | /s/ Cristian Florence |
|--------|-----------------------|
| Name:  | Cristian Florence     |
| Title: | General Counsel       |

Date: May 10, 2022





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# Important information

Banco Santander Chile cautions that <u>this presentation contains forward looking statements</u> within the meaning of the US Private Securities Litigation Reform Act of 1995. These forward looking statements are found in various places throughout this presentation and include, without limitation, statements concerning our future business development and economic performance. While these forward looking statements represent our judgment and future expectations concerning the development of our business, a number of risks, uncertainties and other important factors could cause actual developments and results to differ materially from our expectations. These factors include, but are not limited to: (1) general market, macro-economic, governmental and regulatory trends; (2) movements in local and international securities markets, currency exchange rates, and interest rates; (3) competitive pressures; (4) technological developments; and (5) changes in the financial position or credit worthiness of our customers, obligors and counterparties. The risk factors and other key factors that we have indicated in our past and future filings and reports, including those with the Securities and Exchange Commission of the United States of America, could adversely affect our business and financial performance.

Note: the information contained in this presentation is not audited and is presented in Chilean Bank GAAP which is similar to IFRS, but there are some differences. Please refer to our 2021 20-F filed with the SEC for an explanation of the differences between Chilean Bank GAAP and IFRS. Nevertheless, the consolidated accounts are prepared on the basis of generally accepted accounting principles. Please note that this information is provided for comparative purposes only and that this restatement may undergo further changes during the year and, therefore, historical figures, including financial ratios, presented in this report may not be entirely comparable to future figures presented by the Bank.

# Section 1: Key information

| Balance Sheet (Ch\$mn)                           | Mar-22     | Mar-21     | % Variación  |
|--|------------|------------|--------------|
| Total assets                                     | 61,466,303 | 54,477,035 | 12.8%        |
| Total loans <sup>1</sup>                         | 36,771,052 | 34,438,826 | 6.8%         |
| Demand deposits                                  | 16,880,011 | 15,706,883 | 7.5%         |
| Time deposits                                    | 10,159,808 | 10,603,859 | (4.2%)       |
| Total shareholders' equity                       | 3,705,411  | 3,574,416  | 3.7%         |
| Risk-weighted assets                             | 36,483,249 | 33,462,867 | 9.0%         |
| Capital indicators                               | Mar-22     | Mar-21     | Variación pb |
| Core capital ratio <sup>2</sup>                  | 10.4%      | 10.9%      | (49)         |
| Tier 1 ratio <sup>3</sup>                        | 2.5%       | 1.5%       | 99           |
| BIS ratio <sup>4</sup>                           | 16.8%      | 15.4%      | 138          |
| Income Statement (YTD)                           | Mar-22     | Mar-21     | % Variación  |
| Net income from interest and readjustment        | 427,466    | 423,722    | 0.9%         |
| Net fee and commission income                    | 97,147     | 82,984     | 17.1%        |
| Net financial results                            | 56,858     | 29,212     | 94.6%        |
| Total operating income <sup>5</sup>              | 582,152    | 536,871    | 8.4%         |
| Operating expenses <sup>6</sup>                  | (219,889)  | (215,432)  | 2.1%         |
| Net operating income before credit loss expenses | 362,263    | 321,439    | 12.7%        |
| Credit loss expenses                             | (71,447)   | (87,543)   | (18.4%)      |
| Net operating income before income tax           | 290,816    | 233,896    | 24.3%        |
| Income attributable to shareholders              | 235,743    | 182,024    | 29.5%        |
| Profitability and efficiency                     | Mar-22     | Mar-21     | Variación pl |
| Net interest margin (NIM) <sup>7</sup>           | 3.7%       | 4.1%       | (38)         |
| Efficiency ratio <sup>8</sup>                    | 37.8%      | 40.1%      | (236)        |
| Return on avg. equity <sup>9</sup>               | 25.6%      | 20.4%      | 530          |
| Return on avg. assets <sup>10</sup>              | 1.5%       | 1.3%       | 20           |
| Return on RWA <sup>11</sup>                      | 2.2%       | 2.2%       | 6            |
| Asset quality ratios (%)                         | Mar-22     | Mar-21     | Variación pl |
| NPL ratio <sup>12</sup>                          | 1.2%       | 1.3%       | (7)          |
| Coverage of NPLs ratio 13                        | 278.6%     | 261.4%     | 1.718        |
| Cost of credit <sup>14</sup>                     | 0.8%       | 1.0%       | (24)         |
| Clients and service channels                     | Mar-22     | Mar-21     | % Variación  |
| Total clients                                    | 4,183,188  | 3,762,790  | 11.2%        |
| Digital clients <sup>15</sup>                    | 830,674    | 780,288    | 6.5%         |
| Loyal clients <sup>16</sup>                      | 1,996,386  | 1,723,240  | 15.9%        |
| Current account holders (including Superdigital) | 2,282,296  | 1,673,345  | 36.4%        |
| Branches   | 324        | 346        | (6.4%)       |
| Employees  | 9,854      | 10,391     | (5.2%)       |
| Clients and service channels                     |            |            |              |
| Market capitalization (YTD)                      | Mar-22     | Mar-21     | % Variación  |
| Net income per share (Ch\$)                      | 1.25       | 0.97       | 29.5%        |
| Net income per ADR (US\$)                        | 0.64       | 0.54       | 18.7%        |
| Stock price (Ch\$/per share)                     | 44.31      | 45         | (1.5%)       |
| ADR price (US\$ per share)                       | 22.59      | 24.83      | (9.0%)       |
| Market capitalization (US\$mn)                   | 10,661     | 11,651     | (8.5%)       |
| Shares outstanding (millions)                    | 188,446.1  | 188,446.1  | %            |
| ADRs (1 ADR = 400 shares) (millions)             | 471.1      | 471.1      | %            |
| the rest in the sum call furnitional             |            |            | -0           |

Loans at amortized cost and loans at FVOCI
 Core capital divided by risk-weighted assets, according to BIS III definitions by the FMC.

- 3. Tier 1 capital by risk-weighted assets, according to BIS III definitions by the FMC.
- 4. Regulatory capital divided by risk-weighted assets, according to BIS III definitions by the FMC.
- Total operating income: Net income from interest and readjustments + net fee income + net financial results + income from investments in associates and other companies+ results from non-current assets and non-continued operations+ other operating income
- 6. Operating expenses: Personnel expenses + administration expenses + depreciation and amortization + impairment of non-financial assets + other operating expenses.
- 7. NIM = Annualized net income from interest and readjustments divided by interest generating assets.
- 8. Efficiency ratio: Operating expenses including impairment and other operating expenses divided by Operating income.
- 9. Accumulated Shareholders' net income annualized, divided by annual average shareholders' equity.
- 10. Accumulated Shareholders' net income annualized, divided by annual average assets.
- 11. Accumulated Shareholders' net income annualized, divided by risk-weighted assets.
- 12. Capital + future interest of all loans 90 days or more overdue divided by total loans.
- 13. Loan loss allowance divided by Capital + future interest of all loans with one installment 90 days or more overdue. Includes additional provisions. Adjusted to include the Ch\$16,000 million additional provisions from 4Q19, the Ch\$30,000 million established in 2Q20, the Ch\$30,000 million established in 3Q20, the Ch\$50,000 million established in 3Q21, the Ch\$30,000 million established in 3Q21, the Ch\$30,000 million established in 3Q21, the Ch\$50,000 million established in 3Q21, the Ch\$50,000 million established in 3Q21, the Ch\$40,000 million established in 3Q21, the Ch\$40,0000 million established in 3Q21, the Ch\$40,000 million established in 4021.
- 14. Provision expense annualized divided by average loans.
- 15. Individual clients that have 4 products or more with a minimum level of profitability and minimum usage. Companies with a minimum profitability and usage.
- 16. Clients that use our digital clients at least once a month.

# Section 2: The nature of the business

Banco Santander Chile was established by a formal deed dated September 7, 1977, granted by the Notary Office of Alfredo Astaburuaga Gálvez in Santiago, under the legal name Banco de Santiago, and received its permit to operate as a bank under Resolution N° 118 of the Superintendence of Banks and Financial Institutions (SBIF) on October 27, 1977.

The Bank's by-laws were approved by Resolution N° 103 of the SBIF on September 22, 1977. The by-laws excerpt and the resolution that approved them were published in the Official Gazette on September 28, 1977, and recorded on page 8,825 N° 5,017 in the 1977 Commercial Register of Santiago's Real Estate Registry.

The changes to its corporate legal name from Banco de Santiago to Banco Santiago, together with the merger with former Banco O'Higgins, the legal dissolution of the latter, and the recognition of Banco Santiago as its legal successor, all appear in Resolution N° 6 of the SBIF dated January 9, 1997, and the legal publications in the Official Gazette on January 11, 1997, which were duly notarised under N° 69 on January 13, 1997, before the Notary Office of Andrés Rubio Flores in Santiago.

On July 18, 2002, an Extraordinary Shareholders' Meeting of Banco Santiago was held. The Meeting's Minute was notarised as a formal deed on July 19, 2002, before the Notary Office of Nancy de la Fuente in Santiago. In the meeting, the merger between Banco Santander Chile and Banco Santiago was approved with the incorporation of the former into the latter. Banco Santiago acquired the assets and liabilities of Banco Santander Chile, and an agreement for the anticipated dissolution of Banco Santander Chile and the name change of Banco Santiago to Banco Santander Chile were approved. Said change was authorised by Resolution N° 79 of the SBIF on July 26, 2002, published in the Official Gazette on August 1, 2002, and recorded on page 19,992, number 16,346 of the 2002 Commercial Register of Santiago's Real Estate Registry.

Subsequently, an Extraordinary Shareholders' Meeting was held on April 24, 2007, whose Meeting's Minute was notarised to a formal deed on May 24, 2007, before the Notary Office of Nancy de la Fuente Hernández. It was modified and established that, under the Bank's bylaws and the approvals of the SBIF, the legal names Banco Santander Santiago or Santander Santiago or Banco Santander or Santander may also be used. This modification was approved by Resolution N° 61 of the SBIF on June 6, 2007. An excerpt of the minutes and the resolution were published in the Official Gazette on June 23, 2007, and registered on page 24,064 N° 17,563 of the Commercial Register of Santiago's Real Estate Registry.

In addition to the by-laws' amendments mentioned above, there have been several more amendments, with the last one being agreed upon at the Extraordinary Shareholders' Meeting held on January 9, 2017, with the Meeting's Minute notarised to a formal deed on February 14, 2017, before the Notary Office of Nancy de la Fuente Hernández. This amendment was approved by Resolution N° 17 of the SBIF on March 29, 2017. An excerpt of the amendment and the resolution were published in the Official Gazette on April 5, 2017, and were inscribed on page 27,594, N° 12,254 of the 2017 Commercial Register of Santiago's Real Estate Registry. In this last amendment, Banco Santander Chile, under its by-laws and the approvals of the SBIF, among others, reduced the number of regular Board members from 11 to 9 (maintaining two deputy directors), eliminated the possibility of using the legal names Banco Santander Santiago or Santander Santiago and determined an updated version of its social by-laws.

#### **Operating environment**

All of our operations and substantially all of our customers are located in Chile. Consequently, our financial condition and the results of our operations are substantially dependent on the economic conditions prevailing in Chile.

In 2022, GDP is expected to grow between 1% and 2%, after it grew 11.7% in 2021 and the economy ended above its trend level. Thus, during this year there will be a significant slowdown in activity, which is already reflected in the first Imacec figures that show zero or negative monthly variations in the last 3 months.

The slowdown in the economy will be affected by a contractionary monetary policy, a significant fiscal adjustment and the deterioration of the international scenario due to the war in Ukraine – which has led to cuts in world growth projections. Added to the foregoing is the high internal political uncertainty derived from the constitutional process. In this context, investment, after having expanded by 17.6% in 2021, will have a moderate drop, while consumption will be somewhat below the average levels of last year.

Employment has continued to recover, hand in hand with greater labor participation. However, the trend levels that would have been observed had the pandemic not occurred have not yet fully recovered. For its part, the improvement in employment has not been homogeneous, being stronger in self-employment and lagging behind in formal salaried work.

The exchange rate has been subject to high volatility. The tightening of local monetary conditions, a high price of copper and the signals given by the new government in the sense of maintaining the fiscal budget framework caused the value of the currency to appreciate in the first few months. More recently, however, the global strengthening of the dollar and local uncertainty have caused the peso to lose value. The future evolution will depend precisely on the evolution of global financial conditions, the dynamics of the price of copper, and internal political uncertainty. We estimate that depreciating forces will dominate going forward, with the parity reaching \$840/US\$ by the end of 2022.

Inflation closed at 7.2% during 2021, more than double that at the end of 2020. Prices have continued to rise during the first months of 2022, reaching an annual variation of 9.4% in March. One of the main factors behind this increase has been food prices, reflecting the impact of higher international values due to the war in Ukraine. Inflationary pressures will remain high during the year, not only because of food prices, but also because of the depreciation of the dollar, which will raise imported prices. In this way, inflation will exceed two digits by the middle of the year. In the second part, as economic activity moderates and international raw materials begin to decline, prices will begin to moderate, ending in December with a variation of around 8.5% (with a UF variation of 9%). The 3% goal will not be reached until mid-2024.

As a result of these higher inflationary pressures, the Central Bank began to withdraw the monetary stimulus. Thus, after spending a year and a half at the technical minimum (0.5%), the MPR began a trend of increases that placed it at 4% in December 2021, above the value of the neutral rate (3.5%), reaching 7% in March this year. More gradual increases are expected in the coming months, reaching a maximum level between 8% and 8.5%. Then, as activity loses dynamism and inflation falls, the issuing institution will have room to start reducing the MPR, ending 2022 at around 7.75%.

|  | 2020   | 2021  | 2022 (E) | 2023 (E) |
|--|--------|-------|----------|----------|
| National accounts                                |        |       |          |          |
| GDP (real var. % YoY)                            | -5.8%  | 12.0% | 1.5%     | 1.0%     |
| Internal demand (real var. % YoY)                | -9.1%  | 21.2% | -0.6%    | -0.1%    |
| Total consumption (real var. % YoY)              | -6.9%  | 18.6% | -0.5%    | -0.7%    |
| Private consumption (real var. % YoY)            | -7.5%  | 20.6% | -0.5%    | -1.1%    |
| Public consumption (real var. % YoY)             | -3.9%  | 11.0% | -0.2%    | 0.7%     |
| Gross fixed capital formation. (Real var. % YoY) | -11.5% | 17.2% | 0.7%     | -0.9%    |
| Exports (real var. % YoY)                        | -1.0%  | -0.9% | 1.7%     | 2.1%     |
| Gross fixed capital formation. (Real var. % YoY) | -11.5% | 17.2% | 0.7%     | -(       |

Summary of economic estimates:

| Imports (real var. % YoY                  | -12.7% | 30.3% | -4.7%  | -1.4% |
|---|--------|-------|--------|-------|
| Currency and Exchange Market              |        |       |        |       |
| CPI Inflation                             | 3.0%   | 7.2%  | 8.5%   | 4.5%  |
| UF Inflation                              | 2.7%   | 6.6%  | 9.0%   | 4.4%  |
| CLP/US\$ exchange rate (year's exercise)  | 711    | 852   | 840    | 850   |
| Monetary policy rate (year's exercise, %) | 0.5%   | 4.0%  | 7.8%   | 4.8%  |
| Fiscal policy                             |        |       |        |       |
| Public expenditure (real var. % YoY)      | 11.0%  | 31.6% | -25.7% | 2.1%  |
| Central Government balance (% GDP)        | -7.4%  | -7.6% | -1.0%  | -2.5% |
|   |        |       |        |       |

(E) Banco Santander Chile Estimates

## **Competitive position**

We are the largest bank in the Chilean market in terms of loans (excluding loans held by subsidiaries of Chilean banks abroad) and the second largest bank in terms of total deposits (excluding deposits held by subsidiaries of Chilean banks aboard). As of March 31, 2022, we had total assets of Ch\$ 61,466,303 million (U.S.\$ 78,382 million), outstanding loans at amortized cost, net of allowances for loan losses of Ch\$36,849,688 million (U.S.\$ 46,991 million), total deposits of Ch\$27,039,819 million (U.S.\$ 34,481 million) and shareholders' equity of Ch\$3,705,411 million (U.S.\$ 4,725 million). As of March 31, 2022, we employed 9,854 people. We have a leading presence in all the major business segments in Chile, and a large distribution network with national coverage spanning across all the country. We offer unique transaction capabilities to clients through our 324 branches and digital platforms. Our headquarters are in Santiago and we operate in every major region of Chile.

| Market share <sup>1</sup>  | Santander | Ranking<br>among Peers |
|----------------------------|-----------|------------------------|
| Total loans                | 17.9%     | 1                      |
| Commercial loans           | 15.7%     | 2                      |
| Mortgage loans             | 21.1%     | 1                      |
| Consumer loans             | 19.7%     | 1                      |
| Demand deposits            | 21.6%     | 1                      |
| Time deposits              | 13.2%     | 2                      |
| Current accounts (#)       | 28.9%     | 1                      |
| Credit card purchases (\$) | 25.2%     | 1                      |
| Branches (#)               | 19.0%     | 2                      |
| Employees (#)              | 17.1%     | 3                      |
| Indicators                 |           |                        |
| Efficiency ratio           | 37.8%     | 2                      |

 ROAE
 25.6%

 ROAA
 1.5%

 1.
 Source: FMC, as of March 2022, current accounts as of January

2022 and credit card purchases are the last twelve months up to January 2022.

## **Regulation and supervision**

In Chile, only banks may maintain checking accounts for their customers, conduct foreign trade operations, and, together with non-banking financial institutions, accept time deposits. The principal authorities that regulate financial institutions in Chile are the FMC and the Central Bank. Chilean banks are primarily subject to the General Banking Law, and secondarily subject, to the extent not inconsistent with this statute, to the provisions of the Chilean Companies Law governing public corporations, except for certain provisions which that expressly excluded.

The modern Chilean banking system dates from 1925 and has been characterized by periods of substantial regulation and state intervention, as well as periods of deregulation. The most recent period of deregulation commenced in 1975 and culminated in the adoption of a series of amendments to General Banking Law. That law was amended in 2001 to grant additional powers to banks, including general underwriting powers for new issues of certain debt and equity securities and the power to create subsidiaries to engage in activities related to banking, such as brokerage, investment advisory and mutual fund services, administration of investment funds, factoring, securitization products and financial leasing services. The most recent amendment to the General Banking Law was introduced by law 21,130, passed in January 2019, which modernizes Chile's banking legislation by adopting capital and resolution standards in line with the requirements of the Basel Committee. For more information on the General Banking Law click <u>here</u>.

#### **Financial Market Commission**

In 2017, Law 21,000 created the Comisión para el Mercado Financiero or Financial Market Commission (FMC). This law became a Law of the Republic in January 2018. The FMC is the sole supervisor for the Chilean financial system overseeing insurance companies, companies with publicly traded securities, credit unions, credit card and prepaid card issuers, and, as of June 1, 2019, banks. It is the responsibility of this commission to ensure the proper functioning, development and stability of the financial market, facilitating the participation of market agents and defending public faith in the financial markets. To do so, it must maintain a general and systemic vision of the market, considering the interests of investors and policyholders. Likewise, it shall be responsible for ensuring that the persons or entities audited, from their initiation until the end of their liquidation, comply with the laws, regulations, statutes and other provisions that govern them.

The Commission is in charge of a Council, which is composed of five members, who are appointed and are subject to the following rules:

• A commissioner appointed by the President of Chile, of recognized professional or academic prestige in matters related to the financial system, which will have the character of president of the FMC.

• Four commissioners appointed by the President of Chile, from among persons of recognized professional or academic prestige in matters related to the financial system, by supreme decree issued through the Ministry of Finance, after ratification of the Senate by the four sevenths of its members in exercise, in session specially convened for that purpose.

The Council's responsibilities include regulation, sanctioning and the definition of general supervision policies. In addition, there will be a prosecutor in charge of investigations and the Chairman will be responsible for supervision. The FMC will act in coordination with the Chilean Central Bank (BCCh).

The date of entry into operation of the Commission for the Financial Market was December 14, 2017. The Superintendency of Securities and Insurance was eliminated on January 15, 2018 and all functions of this Superintendency were absorbed by the FMC.

In January 2019, Law 21,130, which modernized the banking legislation contained in the General Banking Law and amended Law 21,000 (among others), was published in the Official Gazette. The law modernizes Chilean banking regulation in order to comply with Basel III practices and provisions. The law provides for stronger banking capital and reserves requirements in accordance with Basel III guidelines. The law also modernizes the corporate governance function of the FMC and, importantly, transfers the FMC functions to the domain of the FMC. The FMC now has the faculty to determine the risk weighting of assets through a standardized model to be approved by the FMC or banks can implement their own methodology, subject to approval by the FMC. The law also imposes limitations on dividend distributions and puts in place intervention mechanisms in the event of insolvency.

The regulator examines all banks from time to time, generally at least once a year. Banks are also required to submit their financial statements monthly to the FMC, and the banks' financial statements are published at least four times a year in a newspaper with countrywide coverage. In addition, banks are required to provide extensive information regarding their operations at various periodic intervals to the FMC. A bank's annual financial statements and the opinion of its independent auditors must also be submitted to the FMC. For more information about the FMC, see the following website: <a href="https://www.cmfchile.cl">www.cmfchile.cl</a>

#### The Central Bank

The Central Bank is an autonomous legal entity created by the Chilean Constitution. It is subject to the Chilean Constitution and its own ley orgánica constitutional, or organic constitutional law. To the extent not inconsistent with the Chilean Constitution or the Central Bank's organic constitutional law, the Central Bank is also subject to private

sector laws (but in no event is it subject to the laws applicable to the public sector). It is directed and administered by a Board of Directors composed of five members designated by the President of Chile, subject to the approval of the Chilean Senate.

The legal purpose of the Central Bank is to maintain the stability of the Chilean peso and the orderly functioning of Chile's internal and external payment systems. The Central Bank's powers include setting reserve requirements, regulating the amount of money and credit in circulation, establishing regulations and guidelines regarding finance companies, foreign exchange (including the Formal Exchange Market) and banks' deposit-taking activities. For more information on the Central Bank, see the following website: <a href="https://www.bcentral.cl">www.bcentral.cl</a>

## **Our products**

Santander Chile provides a wide range of commercial and retail banking services to its customers, including commercial, consumer and mortgage loans as well as current accounts, time deposits, savings accounts and other transactional products. In addition to its traditional banking operations, it offers financial services, including leasing, factoring, foreign trade services, financial advisory services, acquiring, and brokerage of mutual funds, securities, and insurance.

## **Business segments**

Segment information is based on financial information presented to the highest authority in making operating decisions.

The Bank has aligned segment information in a manner consistent with the underlying information used internally for management reporting purposes and with that presented in the Bank's other public documents.

The Bank's senior management has been determined to be primarily responsible for the Bank's operational decisionmaking. The Bank's operating segments reflect the organizational and management structures. Top management reviews internal information based on these segments to assess performance and allocate resources. For a description of segments and an analysis of results and operations, see <u>Section 5: Segment Information</u>

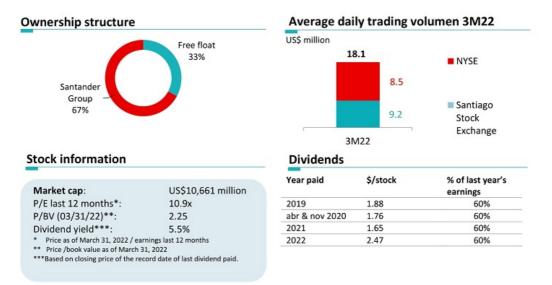
## Section 3: Corporate governance

The core capital of Banco Santander Chile, as of March 31, 2022, is divided in 188,446,126,794 singke-series shares without preference of any kind. The Bank's shares are traded on the Santiago Stock Exchange and the New York Stock Exchange (NYSE) as American Depositary Receipts (ADRs). The primary shareholder is Santander Group, which controls 67.18% of the ownership through the companies Santander Chile Holding SA and Teatinos Siglo XXI Ltda.

We believe that our relationship with our controlling shareholder, Santander Group, offers us a significant competitive advantage above our Chilean peers. The Santander Group is one of the largest financial groups in Brazil and the rest of the Latin America, in terms of total assets regionally. The largest Spanish financial group is also an important actor in the rest of Europe, including the United Kingdom, Poland and Portugal. Santander Consumer is also a leading consumer finance company in the United States, as well as Germany, Italy, Spain and various other European countries.

Our relationship with the Santander Group enables us to access the group's client base, while its multinational focus enables us to offer international solutions to the financial needs of our clients. We also have the advantage of selectively choosing product offers from the Group in other countries, as well as their systems management knowhow. We believe that the relationship with the Santander Group also improves our capacity to manage credit and market risk through the adoption of their policies and know-how. Additionally, we have incorporated an internal auditing department that also reports directly to the Audit Committee here in Chile and in Spain for the Group. We believe this structure is conducive to an improvement in the follow-up and control of our exposure to operational risk.

The support of the Santander Group to Santander Chile includes the appointment of key personnel in supervisory areas of Santander Chile, such as risk, audit, accounting and financial control. Santander Chile does not pay any management fees to the Santander Group in relation to the support services.



## **Board of Directors**

The Board is our highest corporate governance body and represents the interests of shareholders and investors. It comprises eleven directors: nine directors and two alternate directors, as established in the By-laws of the Bank. Two directors are also executive members of Santander Group, and six are independent members.

An independent Director does not have any link or relationship with the controlling shareholder as described in Art. 50 of Law 18.046 of Sociedades Anónimas (Chilean Corporation Law). Santander does not have a pre-set quota regarding Independent Directors. Per Article 50 of the SA Law 18,046, public corporations must nominate at least one independent director when their market equity equals or exceeds UF 1,500,000 (Unidades de Fomento), and at least 12.5% of their outstanding voting shares are held by holders who individually control or hold less than 10% of such shares.

The current Board members were elected during the Ordinary Shareholders' Meeting of 2020 and remain in the position for three years. The voting process was done in secret and on line, with the immediate publication of results in the same session.

#### Directors

#### **Claudio Melandri - President**

With over 30 years of professional experience in the financial industry, he was Chief Executive Officer of Santander Chile from January 2010 to March 2018. His professional career began at Banco Concepcion, joining Santander Group in 1990. Here, he has held several positions of responsibility, including Regional Manager, Branch Network Manager, Human Resources Manager and Commercial Banking Manager. He was also Executive Vice President of Santander Venezuela, where he worked for three years and oversaw the creation of the commercial area of this country's institution. Currently, he is the country head of the Santander Group in Chile, President of Santander Chile Holding and President of Universia Chile SA.

#### Rodrigo Vergara – First Vice President

He is an associate researcher at the Public Studies Centre (CEP) and Harvard's Kennedy School of Government. He has authored numerous articles published in professional journals and has edited several books. Additionally, he is an Economy Professor at Universidad Católica de Chile, a financial consultant and a member of the directive board of several companies. He began working for the Central Bank of Chile in 1985 and years later became part of its Council, where he held the position of President between 2011 and 2016. Furthermore, he has been the economic adviser to central banks and governments of various countries and an external consultant for the World Bank, the International Monetary Fund, the Inter-American Development Bank, and the United Nations. He has also been a member of the Presidential Advising Council for Work and Equity, the Advising Council for the Free Trade Agreement between Chile and the United States, the National Savings Commission, the Fiscal Rule Commission and the Economic Covid Plan Comission. Furthermore, he has presided the Commission on tax exemptions. Rodrigo Vergara is the author of numerous articles published in specialized magazines and has edited various books. He is a member of the Board since July 12, 2018.

#### **Orlando Poblete Iturrate – Second Vice President**

Since 1991 he has been a Procedural Law Professor at Universidad de Los Andes. He was the Faculty of Law's Dean at that university between 1997 and 2004 and then became its Rector, a position he held until 2014. Before this, between 1979 and 1991, he worked as a Procedural Law teacher at Universidad de Chile. He is a partner of the law firm Orlando Poblete and Company and a member of the Arbitration and Mediation Centre of the Chamber of Commerce of Santiago. He is a lawyer from the Universidad de Chile and has a Masters in Law from the same university. He also graduated from the Top Management Program PADE from ESE Business School of Universidad de los Andes. He is a member of the Board since April 22, 2014.

#### Félix de Vicente Mingo

Between 2013 and 2014, he was the Minister of Economy, Development and Tourism. He previously worked as the Director of Exports Promotion (ProChile), an entity dependent on the Ministry of Foreign Affairs. He has been president and partner of several companies in Chile and abroad in his professional career. He has also been distinguished with the following awards: 'Public Man of the Year in the Wine Industry (2011)', 'Outstanding Character in the Salmon Industry (2012)', 'Member of Universidad de Chile's Circle of Honour (2013)', 'Man of the Year of Software Companies Association (2013)' and 'Public Character of Engineering Consulting Firms (2013)'. Furthermore, in 1999 he was nominated as 'Businessman of the Year' in the youth category of Universidad del Desarrollo. He is a member of the Board since March 27, 2018.

#### Alfonso Gómez Morales

He has been the director of numerous organisations, including the National Council for the Arts and Culture and País Digital Foundation. He has also been an adviser for Innovation National Council for Development and the UC's Innovation Centre Anacleto Angelini. He began his professional career as an academic at the Industrial Engineering and Systems Department of Universidad Católica de Chile. He became a founding member of companies such as Apple Chile, Unlimited and Virtualia, the first social network developed in Latin America. He was Dean of the Engineering Faculty and the Business School at Universidad Adolfo Ibáñez. He is a member of the Board since March 27, 2018.

## Ana Dorrego de Carlos

She entered Santander Group in 2005 and has since held various positions, primarily in the areas of Financial Planning and Corporate Development, coordinating the organisation's planning process and monitoring multiple units and projects. Likewise, she was Santander's Director of E-Business Development, with experience as a corporate clients' relation manager and as the commercial director of Transactional Banking at Bankinter. Ana Dorrego has a Bachelors in Business Administration from Universidad Pontificia de Comillas ICAI-ICADE and an International MBA from Universidad de Deusto- Bilbao, Spain, and Universidad Adolfo Ibáñez, Miami-Chile. She is a member of the Board since March 15, 2015.

#### **Rodrigo Echenique Gordillo**

He is vice-president and an executive director in Santander Spain and a Board member of Santander Mexico. He has ample and relevant experience in international banking. In1976 he joined the Banco Exterior de España as deputy general manager and head of Legal Services. He was subsequently appointed as deputy general director and member of the Executive Committee and became executive director in Banco Santander from 1988 to 1994. Additionally, he was a board member of various industrial and financial companies, including Ebro Azúcares y Alcoholes, S.A., e Industrias Agrícolas, S.A., Accenture, S.A. He is a member of the Board since March 26, 2019.

#### Lucía Santa Cruz Sutil

She is a member of the Governing Board at Universidad Adolfo Ibáñez as well as the Director of the Chilena Consolidada General and Life Insurance Company, and the Director of the Advisor Council at Nestle Chile. She is also a member of the Self-regulatory Council of Insurance Companies. She is a historian, and has a Master of Philosophy in History from Oxford University. She is a member of the Board since August 19, 2003.

#### Juan Pedro Santa María Pérez

He has been the Legal Corporate Director of Chile's Santander Group and General Counsel for Santander Chile, Banco O' Higgins and Banco Santiago. He was president of the Legal Committee of the Banking and Finance Commission for over 20 years and a temporary chair at the Financial Law Committee of the Latin-American Banking Federation (FELABAN). He is a Member of the Arbitration and Mediation Centre of the Chamber of Commerce of Santiago. He is a member of the Board since July 24, 2012.

#### **Blanca Bustamante Bravo**

In 1998 she entered Viña Concha y Toro as the Head of Investor Relations, a position she held until 2010. In 2001 she additionally became the Assistant Director of Corporate Communications. Currently, she is the director of Corporate Affairs, overseeing the area of corporate communications and investors relations. Since 2013, she has participated as a member of the governing board at the Centre for Research & Innovation for Concha y Toro. She is a member of the Board since April 28, 2015.

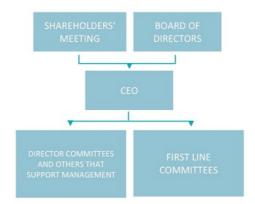
## Óscar von Chrismar Carvajal

He has been the Director of Sinacofi and of the Santiago Stock Exchange since April 2012 and has 25 years of experience in banking activity. He joined Banco Santander in 1990 as General Assistant Manager in the Financial Division. He later was the General Manager of Santander Perú between 1995 and 1996. In 1997 he became General Manager in Santander Chile, a position he abandoned in December 2009 to join the Board of Directors. Likewise, he is director of Santander Argentina and Peru. He has over 25 years work experience in the banking industry. He is a member of the Board since December 22, 2009.

11

## **Board Committees**

We have eight committees, all created and modified by the Board as deemed necessary. Likewise, they have subrogation schemes, statutes, formal minutes, and monitoring bodies, periodically reporting their activity to the Board. The committees supporting the Board are responsible for decisions taken in financial, environmental, and social areas, among others.



## ALCO Committee

Depending on the case, to inspect and approve the risks and stances adopted and managed by the Financial Management Area of the Bank and its subsidiaries in Chile.

## **Appointment Committee**

Constant review and application of appointment policies and processes of key positions and the revision of these provisions concerning other organization members in general.

#### Analysis and Resolution Committee

To outline and control the adherence to the general and specific policies, regulations and objectives concerning the prevention of money laundering and funding terrorism under local laws and regulations, as well as those of Santander Group.

## **Directors and Audit Committee**

To oversee the elaboration process of the Bank's financial statements and the corresponding management of internal and external auditors, aiming for the institution to provide adequate information to shareholders, investors, and the general public.

## **Integral Risk Committee**

To propose the risk framework and the general policies necessary for defining the Bank's risk appetite and supervise the correct identification, measurement, and control of all risks the company faces.

## **Remuneration Committee**

To constantly review the regulatory documents regarding the evaluation and remuneration of key positions and other organisation members in general.

## Markets Committee

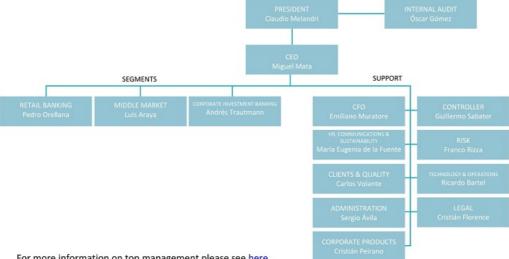
To inspect the results of trading investment portfolios; to make estimates of both the national and international situation that can be used for taking stances; to review with business managers the Bank's risk appetite and approve the risk limits established on an annual basis.

## **Strategic Committee**

To assess and define the main goals and guidelines for elaborating the Group's strategic plan. To approve the plan determined by Senior Management for the Group as a whole and for the different business units and to regularly monitor their progress.

## **Organizational Structure**

The top management of the Bank is the primary responsible of the operational decisions of the Bank. The managerial organizational structure is structure according to the operational segments (Retail, Middle Market and SCIB) of the Bank. Top management reviews the internal information based on these segments to evaluate the management and assign resources. Additionally, there are support areas that report directly to the CEO and an Internal Audit area that reports directly to the President of the Bank and the Board of Directors.



For more information on top management please see here.

## Latest events and material facts

In the Ordinary Shareholder's Meeting of Banco Santander Chile on April 27, 2022, along with the approval of the 2021 Consolidated Financial Statements, it was agreed to distribute 60% of earnings attributable to shareholders, which were \$774,959 million as of December 31, 2021. These earnings correspond to \$2.46741747 for each share. The remaining 40% were assigned to the Bank's reserves.

The following was also approved:

- Determination of Board remuneration
- Appointment of external auditors: PricewaterhouseCoopers Consultores Auditores SpA were approved as auditors for the year 2022.
- Designation of local risk rating agencies Feller and ICR.
- Report of the Directors and Audit Committee, determination of the remuneration of its members and the budget of expenses for its operation for 2022.
- Give a report of the related party transactions.

## Material Facts:

22-03-2022 Ordinary meetings, citations, agreements and proposals.

Pursuant to the provisions of articles 9 and 10 of Law No. 18,045, it is reported that in today's ordinary session, the Board of Directors of Banco Santander-Chile agreed to call an Ordinary Shareholders' Meeting, to be held solely and exclusively by means of remote communication, for Wednesday, April 27, 2022.

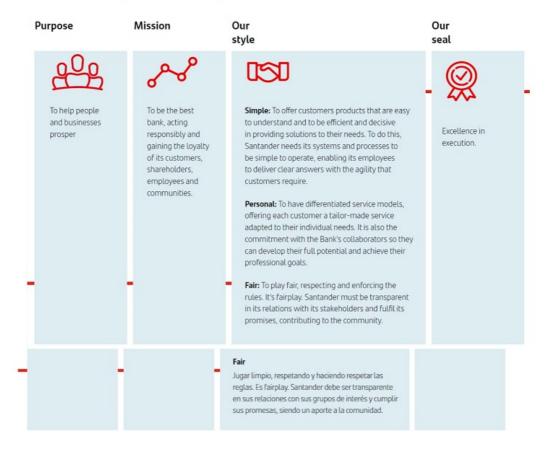
# Section 4: Strategy and Responsible Banking

# **Our strategy**

**Our success is based on our clear purpose, misión and style in everything we do.** We are building a more responsable bank.

For six years, The Santander Way has been guiding employees in the organisation. This model comprises mission, vision, values, risk culture, and behaviours.

Companies with a solid internal culture attract and retain talent and perform better. Behaviours have, therefore, 'evolved' in The Santander Way, enabling us to face future challenges marked by our attention to the customer.



The evolved behaviours have been created around a single word: 'T.E.A.M.S'.

| т   | E   | Α   | М   | S   |
|---|---|---|---|---|
| Think Customer  | Embrace Change  | Act Now   | Move together   | Speak up  |
| <ul> <li>I take care of the relationship with my clients, and I do my best to gain their trust and loyalty.</li> <li>Keeping the customer in mind means going above and beyond to gain the loyalty and trust of the people we serve.</li> </ul> | <ul> <li>I face new challenges and look for new ways of doing things as an opportunity to grow.</li> <li>Change requires effort and will inevitably meet with some resistance. The challenge is to address it with a mindset focused on opportunity.</li> </ul> | <ul> <li>I take the<br/>initiative with<br/>responsibility<br/>and keep things<br/>simple.</li> <li>Growing<br/>companies<br/>move as an<br/>agile collective,<br/>without<br/>bureaucracy<br/>and complicated<br/>processes. That's<br/>the way we<br/>should be.</li> </ul> | <ul> <li>I promote collaboration and work together with my colleagues to achieve common goals.</li> <li>The best teams make the most of each member's capabilities to achieve their goals.</li> </ul> | <ul> <li>Lexpress my<br/>ideas and<br/>concerns with<br/>respect and no<br/>strings attached.<br/>Therefore, I feel<br/>comfortable<br/>receiving and<br/>giving feedback.</li> <li>We all have<br/>to express<br/>ourselves. If<br/>problems, ideas<br/>and solutions<br/>are not shared,<br/>things will never<br/>get better.</li> </ul> |

## **Responsible Banking**

Santander has determined two fundamental challenges concerning responsible banking:

#### **Challenge 1: New business environment**

The development of responsible banking requires a solid and wellfounded culture that can counter the new demands of an increasingly changing and competitive business environment that can foster trust and support from the groups of interest. Accordingly, Santander has learned to assemble these various aspects into a work culture that can be summarised in three words: Simple, Personal and Fair.

#### Challenge 2: Inclusive and sustainable growth

Santander acknowledges that inclusive growth is more than just satisfying customers' needs. Accordingly, it has always strived to help entrepreneurs create businesses and jobs, strengthen local markets, advance financial inclusion, contribute to people's education, promote individual and collective progress, and develop social investment programs. Likewise, its sustainable growth contributes to environmental care and climate change mitigation, promoting sustainable financing while considering the environment's risks and opportunities.

During the first quarter of 2022 the greatest milestone in Responsible Banking was:

#### We published the Integrated Annual Report for 2021

We published our Integral Annual Report 2021 which complies with the GRI and SASB standards. We are constantly seeking to publish more financial and nonfinancial information that are important for investment decisions today. Many of these indicators were verified externally by EY. Our latest report can be found in the following link: found https://santandercl.gcs-web.com/financials/annualreports

## We received Top Employer Certification 2022

In the first quarter of 2022, for the third consecutive year were awardad as Top Employed by the Top Employer Institute, which recognizes comanies with a strong value proposition for its employees as well as the conditions for career development.

The six Responsible Banking Principles define a global standard of what it implies to be a responsable bank and are aligned with the UN Sustainable Development Goals and the Paris Climate Agreement. These are:

**Responsible Banking Principles** 



be coherent

y's goals.

th Ali

wi

Clients



impacts while reducing ctivities, products, and services.

Work responsibly with clients to encourage sustainable practices and enable economic activities that create shared prosperi

Transparency and responsibility

To periodically review the implementation of these principles and be transparent and responsible for the positive and negative impacts of the organisation, negativos ión de la organi



Rely on effective

corporate governance and a responsible banking culture.



#### Interested parties

Refer, participate, a and responsibly with interested parties.

collaborate proa

# 10 Responsible Banking Goals

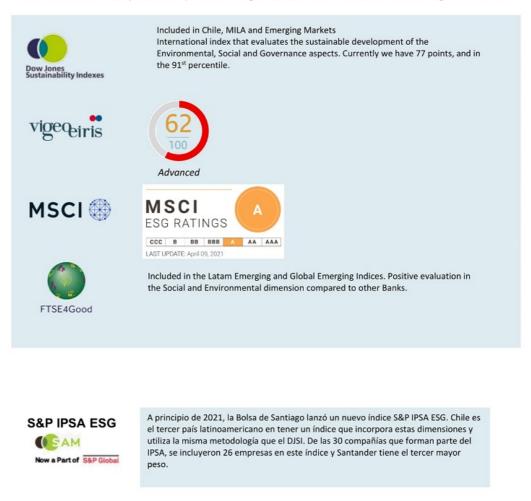
Additionally, starting 2019 Santander set goals associated to responsible banking, aligned with people and the community.

| Challenge                             | 00 | pals  | Progress   |
|---------------------------------------|----|---|--|
|                                       | 1. | Be the best Company to work for in Chile. We seek to maintain that leadership position.   | For the third consecutive year, we<br>received the Top Employer<br>certification.  |
| New<br>business<br>environment        | 2. | Increase the percentage of women in executive positions:<br>Achieve that 30% of women are in managerial positions by 2025.  | Currently 28% of women are in<br>managerial positions.   |
|                                       | 3. | Eliminate the gender pay gap: Our goal is to eliminate the gender<br>pay gap by 2025. The Seal Iguala Conciliación from the Ministry of<br>Gender and Equity gives us a pathway to advance forward.                       | We currently have a gender pay gap<br>of 2.5%  |
|                                       | 4  | Work to financially empower people: Through our financial   | Between 2019 and March 2022 w  |
|                                       | ч. | products such as Life we want to empower four million people by 2025.   | have financially empowered<br>1,864,825 people.  |
|                                       | 5. | Grant sustainable financing to clients: We have a goal for 2025<br>to finance our own projects and that of our clients for at least<br>US\$1.5 billion through our ESG framework.   | By March 31, 2022 we had a flow of<br>\$156,694 million, equivalent to<br>US\$200 million in sustainable<br>financing. In total, we have<br>US\$467.3 million in sustainable<br>financing. The ESG framework will<br>be published during 2Q2022.   |
| nclusive and<br>sustainable<br>growth | e  | 5. Increase energy from renewable sources: We are committed to<br>procure that 100% of energy comes from non-conventional<br>renewable energy by 2025.  | 25.6% of our energy is from<br>renewable sources. During this year,<br>the bank will generate it own<br>renewable energy, through a<br>contract with Gasco Luz and<br>Fourtrees Capital to build six solar<br>plants of 300kW each in the regions<br>of Coquimbo, Valparaíso and the<br>Metropolitan region. |
|                                       | 7. | <b>Be carbon neutral</b> : We are part of the Group's goal to be carbon<br>neutral by 2050. Our goal is to be carbon neutral by 2025,<br>without the need to compensate for our carbon footprint through<br>carbon bonds. | Sin 2019 we mitigate 100% of our<br>carbon footprint. Now we are in the<br>process of classifying our loanbook in<br>order to measure the carbon<br>footprint of our clients.  |
|                                       | 8. | Eliminate single-use plastic waste in corporate buildings and branches.   | In 2021 we eliminated 100% of ou single-use plastic waste.   |
|                                       | 9. | Bestow scholarships, internships, and programs for<br>entrepreneurs: We want to grant 13,500 scholarships, internships<br>and entrepreneur programs between 2019 and 2024.  | Since 2019 to March 2022 w<br>granted 5,569 education an<br>entrepreneur scholarships in Chile.  |

 Support people through community aid programs: In social themes between 2019 and 2024 we want to support more than 500,000 people through our community programs. Between 2019 and March 2022 we have supported 281,370 people through education programs and other means of support to benefit people in vulnerable situations.

# **ESG Indicators**

As a result of the commitment Santander has to people, the environment and good corporate governance, manifested through the main sustainable development and responsable banking initiatives, Santander has achieved the following ESG indicators:



## **Strategic pillars**



We want to offer innovative, sustainable financial solutions that have purpose and excellence while providing the best experience, earning our clients' loyalty. Focus: Experience | Consultancy | Digital | Scale

Main KPIs

|                 | 2020 Results                           | 2021 Results   | March 2022 Results   |
|-----------------|--|--|--|
| NPS             | 51% Top 1 (Gap of 3 with second place) | 60% Top 1 (Gap of 7 with second place)   | 58% Top 1 (Gap of 4 with<br>second place)  |
| Total clients   | 3,607,609 (+5.5%)                      | 4,116,301 (+14.1%)   | 4,183,188 (+11.2%)   |
| Loyal clients   | 764,407 (+8.6%)                        | 832,405 (+8.9%)  | 830,674 (+6.5%)  |
| Digital clients | 1,546,524 (+24.0%)                     | 2,016,947 (+30.4%)   | 1,996,386 (+15.9%)   |
|                 | Total clients<br>Loyal clients         | NPS51% Top 1 (Gap of 3 with<br>second place)Total clients3,607,609 (+5.5%)Loyal clients764,407 (+8.6%) | NPS         51% Top 1 (Gap of 3 with second place)         60% Top 1 (Gap of 7 with second place)           Total clients         3,607,609 (+5.5%)         4,116,301 (+14.1%)           Loyal clients         764,407 (+8.6%)         832,405 (+8.9%) |

Note: Comparison and year-on-year growth

## Launch of Prospera and Cuenta Pyme Life, our initiatives to bancarize SMEs and microentrepreneurs



During 2022 we launched Prospera Cuenta Pyme Life, both initiatives to foster SME bankarization and supporting micro-entrepreneurs. Prospera is a simple current account to open without any minimum sales prerequisites for people that enables them to do transactions for their business easily. For a single payment of \$19,990 they receive a mobile POS that permits them to receive same day sale deposits and receive payments directly on their phone. Cuenta Pyme Life is for people that have a company open. In Chile, there is a government platform designed so any one can open a company in one day, without any hassles or

tedious paperwork. These same companies that are opened quickly and digitally also look to open an account in the same manner, just like Cuenta Pyme Life which is 100% digital. The first six months are free. Both alternatives are unique in the market, focused on micro entrepreneurs that are quickly cross-sold through a current account, debit account and Getnet. In the future, these clients will also have access to loans. In just a few weeks, we have 450 SMEs and people that have opened one of the two accounts.

## Life and Superdigital driven by digital accounts

Santander Life continues to be the main contributor in new client growth due to the success of the Meritolife program of this product and the digital onboarding process of current account openings. The total number of Life clients as of March 2022 increased 59.7% YoY and in the first quarter 2022 Life opened 76,553 current accounts reaching a total of 976,618 clients. Santander Life clients are quickly monetized and have a high NPS score throughout the incorporation process. As of March 2022, Life has already generated Ch\$30 billion.





Superdigital continues its acceleration in client acquisition with 28,753 new clients in the quarter, reaching a total of 292,474 clients. This prepaid digital account is an attractive alternative for clients with little access to the banking ecosystem especially during the pandemic when through the pandemic many could receive and manage their money from government intitivatives. Additionally, Superdigital has important alliances with companies like Uber and Cornershop, attracting new clients. In January 2022 we signed an agreement with Todas Conectadas, a platform for women entrepreneurs in Latin America and the Caribbean by the United Nations, Mastercard and Microsoft. Superdigital will be the account that enables these women to receive payments, and have access to financial education classes and benefits, free of cost.

## Current account market share increases 140 bp to 28.9% and total clients reach 4,138,188 clients

As a result of our efforts, the market share of the Bank in current accounts continues to rise drastically. According to the latest information available, as of January 2022, the net current account openings were equivalent to over 38.7% of total accounts opened in the rest of the banking system in the last twelve months, reaching a market share of 28.9% in current accounts. These numbers do not include Superdigital since these are categorized as debit cards.

In the quarter, total clients continue to increase with force, increasing 1.6% QoQ and 14.4% YoY. This growth reflects the success of our digital strategy.

#### The success of Getnet continues



The entrance of Getnet in the acquiring market in Chile continues to show good results. The reception of clients has been high with over 88,000 POS installed for 73,800 clients, of which 90% are SMEs. Additionally we started selling mobile POS, more compact POS that can be sold through Prospera as well, and currently we have sold over 500 mPOS. Getnet has an NPS of 66 points, with over \$300 billion in monthly sales through our POS. A key characteristic has been receiving the deposit of sales up to 5 times a day including weekends. Getnet generated fees for about \$3,384 million in the guarter.

## We continue to grow our Work/Café branches

With the pandemic, the Workcafé branch transformation continues. During the last year, we have opened 10 Workcafés, with six branches opened during the first quarter of this year. Additionally we have closed 20 branches, mainly Select branches, aimed at higher income clients. In total, we currently have 324 branches, 6.4% less than last year.



We want to be the best company to work in Chile, committed to our SPF culture Focus: Empathetic, committed, and flexible culture | Leadership at the service of culture | Cultivate the vocation to learn

# Main KPIs

|           |                  | 2020 Results   | 2021 Results   | March 2022 Results  |
|-----------|------------------|--|--|---|
| Employees | Commitment index | 87% in 2019. During<br>2020, due to the pandemic<br>a survey was not conducted | 94%  | This index has still not<br>been measured during<br>2022. |
|           | Leadership index | 87% in 2019. During<br>2020, due to the pandemic<br>a survey was not conducted | 95%  | This index has still not<br>been measured during<br>2022. |
|           | Diversity        |  | 21.5% in leadership<br>positions<br>1.2% with disability | 28% in leadership<br>positions<br>1.32% with disability   |
|           | Gender pay gap   | 1  | 2.5%   | 2.5%  |

For more indicators on employees, please see the 10 Responsible Banking commitments.

## Back to the office

During 2021, over 2,000 employees received home office kits were given out (including notebook, monitors, keyboards, mouse and router). As the vaccination program advances and the sanitary measures have become less restrictive, some employees have returned to the office in shifts. In this manner, physical distance is maintained within the office while reaping the benefits of teams working together in the same space.



We want to be a more profitable and sustainable bank with solid capital levels and optimal management of all risks. Focus: Profitability and sustainability | Risks and capital

Shareholderss

## Main KPIs

|              |                  | 2020 Results                               | 2021 Results March 2022 Re                  |  |
|--------------|------------------|--|---|--|
| Shareholders | ROE              | 14.5%                                      | 22.7%                                       | 25.6%<br>(Top 2)                       |
|              | Eficiency        | 40% (Top 1)                                | 40.1% (Top 1) <sup>1</sup>                  | 37.8% <sup>1</sup><br>(Top 2)          |
|              | Asset quality    | NPL 1.4% (gap of 2 bps with<br>Peer Group) | NPL 1.2% (gap of 17 bps<br>with Peer Group) | 1.2%                                   |
|              | Solvency<br>CET1 | 10.7%                                      | 9.6%  | 10.4%<br>(Minimum 10% at year-<br>end) |

1. Results for 2021 and March 2022, efficiency ratio is calculated as operational expenses divided by operational income.

## Investor meetings

The Bank maintains constant communication with its analysts and investors. In the quarter, we had around 290 meetings, and we started having once again physical meetings. During November 2021, we also had our first Santander Chile ESG Talk 2021. In this event, all of our initiatives in Environmental, Social and Governance aspects were highlighted. To see the recorded event, see here Santander ESG Talk 2021.

## **Ordinary Shareholders' Meeting**

We held the Ordinary Shareholders' Meeting on April 27, 2022. Among other issues, the dividend payout of 60% of 2021 earnings were approved, equivalent to a dividend yield of 5.5% with the stock price at the record date. For more information, see our website for <u>Shareholder Meetings</u>.

## New international rating agency: KBRA

During the quarter KBRA Ratings assigned a rating of A (Stable). Additionally the Bank has maintained the following ratings: Moody's A1 (negative) S&P A- (Stable), JCR A+ (Stable) and HR Ratings AA- (Stable).

## **MSCI** rating ratified

Our MSCI rating was ratified with an A, being a leader especially in the ESG pillars of human capital and financing entities that promote initiatives related to the environmental impact in the execution of their business. For more on ESG indicators see the sections on <u>Responsible Banking</u>.

## New Accounting Norm Compendium

During 2022, the CMF published a new compendium of accounting norms, which implied the shift of some accounts. This change is in order to be more in line with international standards under IFRS9. It is important to note that the provisioning models are still under the CMF models.



We want to be recognised as a responsible bank committed to our community's well-being, encouraging environmental care and sustainable social development. Focus: Environment | Social | Corporate governance

## Main KPIs

|           |   | 2020 Results  | 2021 Results  | March 2022 Results                    |
|-----------|---|---|---|---------------------------------------|
| Community | Financial<br>empowerment                                | 921,779   | 1,693,277   | 1,864,825                             |
|           | support people<br>through<br>community aid<br>programs. | 103,792   | 281,212   | 281,370                               |
|           | Sustainable financing                                   |   | US\$267.3 million                                       | US\$467.3 million                     |
|           | Sustainability index                                    | Percentile 90<br>DJSI Chile, MILA & Emerging<br>Markets | Percentile 91<br>DJSI Chile, MILA &<br>Emerging Markets | We are in the process of<br>DJSI 2022 |
|           | BitSight Index  | 810   | 800   | Index still not avaiable<br>for 2022  |

For more indicators on communities, please see the 10 Responsible Banking commitments.

## **Financial empowerment**

During the first three months of 2022, we financially empowered 171.548 people, mainly through <u>Sanodelucas</u> (our financial empowerment platform) and Cuenta Life.

## Sustainable financing

As of March 31, 2022, we had a flow of \$156,694 million, equivalent to US\$200 million, through sustainable finaning according to the Sustainable Financing Classification System. With this, in total we have around US\$467.3 million in sustainable financing in our loanbook. This classification system establishes the methodology for categorizing, tracking and reporting on sustainable financial products. This system is based on ICMA's Social and Green Bond Principles, the Climate Bond Standards and the EU Taxonomy. For more detail on what operations meet the requisites, you can see the <u>Sustainable Finance Classification System</u>.

# Section 5: Segment information

## **Description of segments**

**Retail Banking (Individuals and SMEs)** 

# % of loans % os results



This segment consists of individuals and small to medium-sized entities (SMEs) with annual sales less than Ch\$2,000 million (U.S.\$2.3 million). This segment gives customers a variety of services, including consumer loans, credit cards, auto loans, commercial loans, foreign exchange, mortgage loans, debit cards, checking accounts, savings products, mutual funds, stock brokerage, and insurance brokerage. Additionally, the SME clients are offered government-guaranteed loans, foreign trade services, leasing, factoring, and transactional services.

#### Middle-market



This segment serves companies and large corporations with annual sales exceeding Ch\$2,000 million (U.S.\$2.3 million). It also serves institutions such as universities, government entities, local and regional governments and companies engaged in the real estate industry who carry out projects to sell properties to third parties and annual sales exceeding Ch\$800 million (U.S.\$0.9 million) with no upper limit. The companies within this segment have access to many products including commercial loans, leasing, factoring, foreign trade, credit cards, mortgage loans, checking accounts, transactional services, treasury services, financial consulting, savings products, mutual funds, and insurance brokerage. Also, companies in the real estate industry are offered specialized services to finance projects, chiefly residential, with the aim of expanding sales of mortgage loans.

#### Santander Corporate and Investment Banking (SCIB)

This segment consists of foreign and domestic multinational companies with sales over Ch\$10,000 million (U.S.\$11.7 million). The companies within this segment have access to many products including commercial loans, leasing, factoring, foreign trade, project finance, credit cards, mortgage loans, checking accounts, transactional services, treasury services, financial consulting, investments, savings products, mutual funds and insurance brokerage.

This segment also consists of a Treasury Division which provides sophisticated financial products, mainly to companies in the Middle-market segment and Corporate Investment Banking. These include products such as short-term financing and fund raising, brokerage services, foreign exchange services, derivatives, securitization and other tailor-made products. The Treasury Division may act as broker to transactions and manages the Bank's trading fixed income portfolio.

## Corporate Activities ("Other")

This segment mainly includes our Financial Management Division, which develops global management functions, including managing inflation rate risk, foreign currency gaps, interest rate risk and liquidity risk. Liquidity risk is managed mainly through wholesale deposits, debt issuances and the Bank's available-for-sale portfolio. This segment also manages capital allocation by unit. These activities, with the exception of our inflation gap, usually result in a negative contribution to income.

In addition, this segment encompasses all the intra-segment income and all the activities not assigned to a given segment or product with customers.



0,2%

8%

# Results by segment As of March 31, 2022

|   | Retail Banking | Middle<br>market | SCIB     | Total<br>segments |
|---|----------------|------------------|----------|-------------------|
| Net interest income <sup>1</sup>            | 282,582        | 94,178           | 33,767   | 410,527           |
| Change YoY                                  | 9.5%           | 17.9%            | 52.8%    | 14.0%             |
| Net fee and commission income               | 73,885         | 15,835           | 8,005    | 97,725            |
| Change YoY                                  | 1.7%           | 12.8%            | 8.2%     | 3.9%              |
| Total financial transactions, net           | 9,092          | 4,546            | 41,932   | 55,570            |
| Change YoY                                  | 7.5%           | (19.9%)          | 48.6%    | 31.2%             |
| Core revenues                               | 365,558        | 114,560          | 83,704   | 563,823           |
| Change YoY                                  | 7.8%           | 15.0%            | 45.0%    | 13.6%             |
| Provision for loan losses                   | (66,806)       | (5,186)          | (285)    | (72,278)          |
| Change YoY                                  | 27.1%          | (47.7%)          | (185.2%) | 16.3%             |
| Net operating profit from business segments | 298,752        | 109,374          | 83,419   | 491,545           |
| Change YoY                                  | 4.2%           | 21.9%            | 43.7%    | 13.2%             |
| Operating expenses <sup>2</sup>             | (150,608)      | (24,340)         | (21,276) | (196,224)         |
| Change YoY                                  | (1.5%)         | 16.7%            | 20.3%    | 2.5%              |
| Net contribution from business segments     | 148,144        | 85,034           | 62,143   | 295,321           |
| Change YoY                                  | 10.7%          | 23.5%            | 54.0%    | 21.5%             |

Includes net income from interest and readjustments
 Includes personnel expenses, administrative expenses and depreciation

## **Retail banking**

| Activity        |                        |       |                 | Results                                    |              |       |
|-----------------|------------------------|-------|-----------------|--|--------------|-------|
| Ch\$ million    | Mar-22                 | YoY   | QoQ             | Ch\$ million                               | Mar-22       | YoY   |
| Loans           | 25,749,119             | 4.5%  | -0.1%           | Net income from inter<br>and readjustments | rest 282,582 | 9.5%  |
| Deposits        | 13,713,222             | 11.0% | -7.2%           | Fees                                       | 73,885       | 1.7%  |
| OMPOSITION      |                        |       |                 | Financial transactions                     | 9,092        | 7.5%  |
| OMPOSITION      |                        |       |                 | Total income                               | 365,558      | 7.8%  |
| Mass            | SMEs,<br>19.8%         |       |                 | Provisions                                 | (66,806)     | 27.1% |
| income,<br>0.9% | A MARKET               |       |                 | Net operating income                       | 298,752      | 4.2%  |
|                 | income,<br>18.7% 60.5% |       |                 | Expenses                                   | (150,608)    | -1.5% |
|                 |                        |       |                 | Net contribution                           | 148,144      | 10.7% |
| 4,156,          | 246                    |       | 1,996,386       | 976.618                                    | 292,474      |       |
| +11.2%          | 6 YoY                  |       | +15.9% YoY      | +59.7% YoY                                 | +95.5% YoY   |       |
| Total clients   |                        | C     | Digital clients | al clients Life clients                    |              | nts   |

**Business activity:** 

Santander seeks to grow retail banking in a responsible manner, with a focus on sustainability for our individual and SME customers. Some 75% of loans to individuals go to high-income earners, yet the Bank has an innovative strategy for mass income. Our Life Program, geared towards mass income, where they earn merits for their financial behavior continues to gain popularity. In the first quarter of this year, 76,553 Life current accounts were opened and the total number of clients closed the quarter at 976,618, which represents an increase of 11.2% YoY. It should be noted that 75% of Life customers have been captured through our digital platform. In the quarter Superdigital continued to gain strength, providing an attractive alternative for semi or unbanked Chileans. At the end of March 2022, we had around 292,474 customers. During the last few months we have continued to extend alliances to different organizations and companies to promote Superdigital as a digital platform for their employees and/or clients.

Retail Banking volumes grew 4.5% YoY, but fell 0.1% from 4Q21. On the one hand, auto loans continued to grow at a high rate, but this was offset by less dynamism in the rest of consumer products and a drop in SME loans.

On the other hand, deposits in this segment increased 11.0% YoY, driven by demand deposits, but in relation to December 2021, deposits fell 7.2% due to a drop in demand deposits that was not offset by an increase in time deposits with the increase in rates.

#### Performance:

The net contribution of retail banking increased 10.7% YoY. Margin increased 9.5% YoY due to a better funding mix and loan growth. Fees in this segment increased 1.7% led by Fees for cards that grew 10.1% due to greater usage. Provisions increased 27.1% YoY, which does not include additional provisions, due to the growth of the portfolio in the year and a prudent increase in the coverage of the mortgage portfolio. Operating costs decreased 1.5% YoY, as the Bank continued with its digital transformation, leading to greater operating efficiencies.

## Middle market

| Activity     |           |       |      | Results                                       |          |        |
|--------------|-----------|-------|------|---|----------|--------|
| Ch\$ million | Mar-22    | YoY   | QoQ  | Ch\$ million                                  | Mar-22   | YoY    |
| Loans        | 8,665,425 | 5.8%  | 1.8% | Net income from interest and<br>readjustments | 94,178   | 17.9%  |
| Deposits     | 6,453,420 | 15.3% | 3.5% | Fees  | 15,835   | 12.8%  |
|              |           |       |      | Financial transactions                        | (5,186)  | -47.7% |
|              | 24,580    |       |      | Total income                                  | 104,827  | 15.0%  |
|              | Clients   |       |      | Provisions                                    | 41,932   | 48.6%  |
|              | +2.4% YoY |       |      | Net operating income                          | 146,759  | 21.9%  |
|              |           |       |      | Expenses                                      | (24,340) | 23.5%  |
|              |           |       |      | Net contribution                              | 122,419  | 21.9%  |

## **Business activity:**

The portfolio of this segment grew 5.8% YoY, driven by greater economic activity, especially in sectors linked to foreign trade. Also noteworthy is the solid growth in both demand deposits and time deposits, which increased 15.3% YoY. The focus of this segment is to focus on total customer profitability, focusing on lending and non-lending activities.

## Performance:

**Net contribution from the Middle Market** increased 21.9% YoY in 1Q22 with total revenues increasing 15.0% YoY due to a 17.9% growth in margin due to a better mix of financing sources and the growth of loans in this segment. Additionally, commissions increased by 12.8% in line with the greater activity of clients in this segment. Provisions in this segment increased 48.6% YoY due to portfolio growth and higher charge-offs. Expenses increased 23.5% due to higher investment in technologies in this segment and higher inflation and commercial activity.

## Santander Corporate & Investment Banking (SCIB)

| Activity     |           |       |              | Results                                       |          |         |
|--------------|-----------|-------|--------------|---|----------|---------|
| Ch\$ million | Mar-22    | YoY   | QoQ          | Ch\$ million                                  | Mar-22   | YoY     |
| Loans        | 2,405,864 | 47.7% | 6.5%         | Net income from interest and<br>readjustments | 33,767   | 52.8%   |
|              |           |       |              | Fees  | 8,005    | 8.2%    |
| Deposits     | 6,298,240 | -5.4% | 4.8%         | Financial transactions                        | 41,932   | 48.6%   |
|              | 2,362     |       | Total income | 83,704  | 45.0%    |         |
|              | Clients   |       |              | Provisions                                    | (285)    | -185.2% |
|              | Clients   |       |              | Net operating income                          | 83,419   | 43.7%   |
|              |           |       |              | Expenses                                      | (21,276) | 20.3%   |
|              |           |       |              | Net contribution                              | 62,143   | 54.0%   |

### **Business activity:**

During the quarter, demand for loans accelerated due to the economic reactivation and fewer financing opportunities in the local fixed income market. With this, the portfolio grew 6.5% YoY. Deposits decreased 5.4% in this segment, reflecting a greater use of liquidity by companies in line with greater economic activity.

### Performance:

Total income from this segment increased 45.0% YoY, driven by a general increase in business in this segment. Net income from interest and readjustments increased by 49.5% YoY due to the increase in loans and a better mix of its financing sources. Also noteworthy is the YoY increase in customer treasury income of 48.6% and 8.2% in commissions. Expenses increased 20.3% due to higher investment in the technologies that serve this segment and higher inflation and commercial activity.

### **Corporate center**

| Results                                       |         |          |
|---|---------|----------|
| Ch\$ million                                  | Mar-22  | YoY      |
| Net income from interest and<br>readjustments | 16,939  | (73.4%)  |
| Fees  | (579)   | (94.9%)  |
| Financial transactions                        | 1,288   | (109.8%) |
| Total income                                  | 17,648  | (55.0%)  |
| Provisions                                    | 831     | (103.3%) |
| Net operating income                          | 18,479  | 33.8%    |
| Expenses                                      | (3,979) | 51.8%    |
| Net contribution                              | 14,500  | 29.6%    |

### **Results:**

The Bank's corporate center contributed \$14.5 billion to the Bank's results, which represents an increase of 29.6% compared to last year. On the one hand, there was a decrease in income due to an increase in the cost of the funding managed by the ALCO. This was offset by lower provisions since in 2022 no voluntary provisions have been constituted.

## Section 6: Balance sheet and results

## **Balance sheet**

### Loan growth led by companies and corporates

### **NEW ACCOUNTING COMPENDIUM ALERT 2022**

Now, under the new accounting compendium in Chile, loans that are available to be sold are recognized a fair value through other comprehensive income

Total loans increased 6.8% YoY and 0.6% QoQ with high demand for loans from companies and car loans. This was offset by a drop in loans to SMEs and other consumer products. In mortgages, the growth is mainly explained by the increase in inflation in the quarter.

### Loans by segment

|   |            | YTD        |            | Chan           | ge %           |
|---|------------|------------|------------|----------------|----------------|
| (\$mn)                                  | Mar-22     | Dec-21     | Mar-21     | Mar-22/ Mar-21 | Mar-22/ Dec-21 |
| Total loans to individuals <sup>1</sup> | 21,547,255 | 21,138,913 | 19,641,876 | 9.7%           | 1.9%           |
| Consumer loans                          | 5,023,362  | 4,999,248  | 4,800,530  | 4.6%           | 0.5%           |
| Santander Consumer (auto)               | 794,451    | 723,075    | 504,267    | 57.5%          | 9.9%           |
| Other consumer loans                    | 4,228,911  | 4,276,172  | 4,296,263  | (1.6%)         | (1.1%)         |
| Residential mortgage loans              | 14,158,430 | 13,876,175 | 12,676,074 | 11.7%          | 2.0%           |
| SMEs                                    | 4,201,864  | 4,645,806  | 4,988,536  | (15.8%)        | (9.6%)         |
| Retail banking                          | 25,749,119 | 25,784,719 | 24,630,411 | 4.5%           | (0.1%)         |
| Middle-market                           | 8,665,425  | 8,511,500  | 8,188,908  | 5.8%           | 1.8%           |
| Corporate & Investment banking (SCIB)   | 2,405,864  | 2,260,031  | 1,629,062  | 47.7%          | 6.5%           |
| Otros <sup>2</sup>                      | 29,279     | 78,518     | 58,725     | (50.1%)        | (62.7%)        |
| Total loans <sup>3 4</sup>              | 36,849,688 | 36,634,768 | 34,507,106 | 6.8%           | 0.6%           |

2. Others includes other non-segmented loans, interface and loans at fair value through other comprehensive income. See note11 and 13 of the financial statements.

3. Total gross loans

The clients included in each business segment are constantly revised and reclassified if a client no longer meets the criteria for the segment, they are in. Therefore,

variations of loan volumes and profit and loss items reflect business trends as well as client migration effects.

During the quarter our SCIB segment experienced strong growth of 47.7% YoY as the economy reopened and large corporates sought financing through corporate loans as the local fixed income market continues to be illiquid after the pension fund withdrawals. Our Middle Market segment also experiences sign of reactivations, with loan growth of 1.8% in the quarter driven by the commodities sector. The appreciation of the Chilean peso also resulted in a translation gain on loans denominated in foreign currency. The Chilean peso appreciated 8.2% in 1Q22. Approximately 9% of our loan book is denominated in foreign currency, mainly US\$. Our strategy with these segments continues to focus on the overall profitability of these clients, focusing on non-lending activities. Loans to SMEs contracted 15.8% YoY and 9.6% QoQ due to lower demand from the Fogape and Fogape Reactiva programs.

Loans to individuals increased 9.7% YoY and 1.9% QoQ. Consumer loans increased 4.6% YoY and 0.5% QoQ. This was driven by a 9.9% QoQ increase in Santander Consumer, our subsidiary that sells auto loans and accounts for approximately 16% of consumer loans. Other consumer loans contracted 1.1% in the quarter and 1.6% YoY as loan demand remained subdued following the high levels of state aid during the pandemic and withdrawals from pension funds. Mortgage loans increased by 11.7% YoY and 2.0% QoQ. Demand for new mortgage loan origination has fallen

as inflation and rates have increased and the Bank continues to restrict mortgage loans with terms over 20 years. On the other hand, the UF inflation rate of 2.4% in the quarter also resulted in a positive conversion impact on mortgage loans, as most of these loans are denominated in UF.

## **Financial investments**

### NEW ACCOUNTING COMPENDIUM ALERT 2022

Due to the adoption of IFRS 9 from January 2022 (with the exception of the credit risk models), held-to-maturity instruments are valued at book value on purchase.

### **Financial investments**

|                    |           | YTD        | Change %  |               |               |
|--------------------|-----------|------------|-----------|---------------|---------------|
| (\$mn)             | Mar-22    | Dec-21     | Mar-21    | Mar-22/Mar-21 | Mar-22/Dec-21 |
| Trading            | 92,548    | 73,348     | 111,248   | (16.8%)       | 26.2%         |
| Available for sale | 4,022,574 | 5,900,278  | 7,438,334 | (45.9%)       | (31.8%)       |
| Held-to-Maturity   | 4,732,869 | 4,691,730  | -         | %             | 0.9%          |
| Total              | 8,847,990 | 10,665,356 | 7,549,582 | 17.2%         | (17.0%)       |

Since the onset of the pandemic, the Bank has seen an important increase in two funding sources: (i) demand deposits and (ii) the Central Bank Credit Lines. Both sources of funds have contributed to improving the Bank's funding mix and haven been used to fund lending activities, especially to SMEs through the FOGAPE program.

At the same time, the expansion of demand deposits has triggered the technical reserve requirement. To the extent that the aggregate amount of demand deposits exceeds 2.5 times a bank's regulatory capital, a bank must maintain a 100% reserve against them with the Central Bank. As of March 31, 2022, the Central Bank required us to maintain an additional technical reserve of Ch\$2,050,494 million.

Moreover, the utilization of the Central Bank Credit lines also requires us to set aside collateral. The instruments used as collateral for the Central Bank lines and the technical reserve have been highly rated loans and Central Bank bonds. As a result of these factors, in 2021, in Chilean GAAP and in line with IAS 39, the Bank reclassified Ch\$4.7 billion of AFS to the investment portfolio Held to Maturity (HTM). The instruments included as HTM are being used as collateral for the Central Bank Credit Lines with a maturity similar to four years and as a technical reserve in the Central Bank.

### Total deposits increase 2.8% YoY.

### Funding

|                                    |            | YTD        | Change %   |               |               |  |
|------------------------------------|------------|------------|------------|---------------|---------------|--|
| (\$mn)                             | Mar-22     | Dec-21     | Mar-22     | Mar-22/Mar-21 | Mar-22/Dec-21 |  |
| Demand deposits                    | 16,880,011 | 17,900,917 | 15,706,883 | 7.5%          | (5.7%)        |  |
| Time deposits                      | 10,159,808 | 10,131,056 | 10,603,859 | (4.2%)        | 0.3%          |  |
| Total Deposits                     | 27,039,819 | 28,031,973 | 26,310,742 | 2.8%          | (3.5%)        |  |
| Mutual Funds brokered <sup>1</sup> | 7,770,152  | 7,891,967  | 8,149,368  | (4.7%)        | (1.5%)        |  |

| Bonds <sup>2</sup> | 8,333,637 | 8,989,012 | 8,005,772 | 4.1% | (7.3%) |
|--------------------|-----------|-----------|-----------|------|--------|
| Central Bank lines | 5,475,732 | 5,611,439 | 5,047,957 | 8.5% | (2.4%) |
| LCR <sup>3</sup>   | 146.4%    | 148.9%    | 103.0%    |      |        |
| NSFR <sup>3</sup>  | 112.6%    | 110.8%    | 119.3%    |      |        |

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During the quarter, the Central Bank continued to raise the monetary policy rate (MPR) from 4.0% to 7.0% at the end of March. We expect further rate hikes by the Central Bank in the coming months and we estimate that the MPR will reach 8.5% in the second quarter of 2022.

The Bank's total deposits increased 2.8% YoY and decreased 3.5% QoQ in 1Q22. In the quarter, demand deposits increased 7.5% YoY, driven by the increase in current accounts of individuals and greater transactions with corporate clients. On the other hand, demand deposits decreased by 5.7% QoQ due to the increase in rates, which increased the attractiveness of time deposits, especially among individuals, SMEs and the Middle Market segment. Meanwhile, corporate demand deposits increased 29.6% QoQ reflecting the Bank's strengths in the cash management business with companies.

The solid management of the bank's funding base has allowed the Bank to maintain healthy levels of liquidity. As of March 2022, the Bank's LCR and NSFR reached 146.4% and 113.2%, respectively.

## BIS ratio at 16.8%. Core Capital ratio reaches 10.4% and ROE of 25.6% in 1Q22

| -  |   |     |
|----|---|-----|
| FO |   | TV/ |
| Eq | u | Lγ  |

|  |           | YTD       |           | Chan          | ge %          |
|--|-----------|-----------|-----------|---------------|---------------|
| (\$mn)   | Mar-22    | Dec-21    | Mar-22    | Mar-22/Mar-21 | Mar-22/Dec-21 |
| Capital  | 891,303   | 891,303   | 891,303   | 0.0%          | 0.0%          |
| Reserves   | 2,561,789 | 2,557,815 | 2,350,836 | 9.0%          | 0.2%          |
| Valuation adjustment   | (445,904) | (354,364) | (157,356) | 183.4%        | 25.8%         |
| Retained Earnings:   |           |           |           |               |               |
| Retained earnings prior periods  | 774,959   | 0         | 517,447   | 49.8%         | %             |
| Income for the period  | 235,743   | 778,933   | 182,024   | 29.5%         | (69.7%)       |
| Provision for dividends, payments of<br>interests and reappreciation of issued<br>regulatory capital financial instruments | (312,478) | (238,770) | (209,837) | 48.9%         | 30.9%         |
| Equity attributable to equity holders of the Bank  | 3,705,411 | 3,634,917 | 3,574,416 | 3.7%          | 1.9%          |
| Non-controlling interest   | 98,298    | 94,360    | 86,835    | 13.2%         | 4.2%          |
| Total Equity   | 3,803,709 | 3,729,277 | 3,661,251 | 3.9%          | 2.0%          |
| Quarterly ROAE   | 25.6%     | 26.7%     | 20.4%     | .72           |               |
| YTD ROAE   | 25.6%     | 22.5%     | 20.4%     |               |               |

Total equity reached Ch\$ 3,705,411 million as of March 31, 2022. The Bank's ROAE was 25.6% in 1Q22 compared to 26.7% in 4Q21 and 20.4% in 1Q21.

|                      |            | YTD        |            | Chan          | ge %          |
|----------------------|------------|------------|------------|---------------|---------------|
| (\$mn)               | Mar-22     | Dec-21     | Mar-22     | Mar-22/Mar-21 | Mar-22/Dec-21 |
| Core Capital         | 3,803,709  | 3,494,580  | 3,651,387  | 4.2%          | 8.8%          |
| AT1                  | 908,830    | 971,832    | 501,943    | 81.1%         | (6.5%)        |
| Tier I               | 4,712,539  | 4,466,412  | 4,153,330  | 13.5%         | 5.5%          |
| Tier II              | 1,426,781  | 1,310,419  | 1,014,922  | 40.6%         | 8.9%          |
| Regulatory capital   | 6,139,321  | 5,776,831  | 5,168,252  | 18.8%         | 6.3%          |
| Risk weighted assets | 36,483,249 | 37,936,332 | 33,462,867 | 9.0%          | (3.8%)        |
| Core Capital ratio   | 10.4%      | 9.2%       | 10.9%      |               |               |
| Tier I ratio         | 12.9%      | 11.8%      | 12.4%      |               |               |
| Tier II ratio        | 3.9%       | 3.5%       | 3.0%       |               |               |
| BIS ratio            | 16.8%      | 15.2%      | 15.4%      |               |               |

Important note: the numbers in the above table for 2021 do not include changes from the new accounting compendium from the FMC.

**Risk-weighted assets (RWA)** increased by 9.0% YoY and decreased 3.8% QoQ due to the implementation of Basel III, which from December 2021 includes weighted assets for operational and market risk, while as of March 2021 it only contemplated credit risk. In October 2021, Santander Chile became the first Chilean bank to issue a perpetual AT1 bond. The bond is for US\$700 million with no fixed maturity and non-refundable before five years from the date of issuance. In 2022 the Bank has issued a subordinated bond for a total of UF 3.3 million, contributing to the increase in Tier II. As a result of these issuances plus the positive impact of the Bank's high ROE and QoQ decrease in risk-weighted assets, the Bank's core capital ratio reached 10.4% at the end of March 2022 and the total BIS III ratio reached 16.8%. Due to our solid capital levels, at the shareholders' meeting on April 27, 2022, the distribution of a dividend of 60% of profits attributable to owners of the Bank was proposed with the remaining 40% allocated to the Bank's reserves.

## Results

# Income from interests and readjustments in 1Q22 increased 0.9% YoY

### NEW ACCOUNTING COMPENDIUM ALERT 2022

Fees from the prepayment of loans used to be recognized in net interest income, now it is recognized in fees.

|  | Income f | rom | interest and | readjustments/ | Net interest margin |
|--|----------|-----|--------------|----------------|---------------------|
|--|----------|-----|--------------|----------------|---------------------|

|   | Y          | TD         | Chg %             |            | Quarterly  |            | Ch            | g %           |
|---|------------|------------|-------------------|------------|------------|------------|---------------|---------------|
| Ch\$ million  | Mar-22     | Mar-21     | Mar-22/<br>Mar-21 | 1Q22       | 4Q21       | 1Q21       | 1Q22/1<br>Q21 | 1Q22/4<br>Q21 |
| Interest income   | 515,447    | 442,962    | 16.4%             | 515,447    | 485,079    | 442,962    | 16.4%         | 6.3%          |
| Interest expense  | (293,639)  | (77,126)   | 280.7%            | (293,639)  | (181,950)  | (77,126)   | 280.7%        | 61.4%         |
| Net interest income   | 221,808    | 365,835    | (39.4%)           | 221,808    | 303,129    | 365,835    | (39.4%)       | (26.8%)       |
| Readjustment income   | 235,295    | 82,107     | 186.6%            | 235,295    | 265,049    | 82,107     | 186.6%        | (11.2%)       |
| Readjustment<br>expense   | (29,636)   | (24,220)   | 22.4%             | (29,636)   | (64,657)   | (24,220)   | 22.4%         | (54.2%)       |
| Net readjustment<br>income  | 205,658    | 57,887     | 255.3%            | 205,658    | 200,392    | 57,887     | 255.3%        | 2.6%          |
| Net income from<br>interest and<br>readjustment                       | 427,466    | 423,722    | 0.9%              | 427,466    | 503,521    | 423,722    | 0.9%          | (15.1%)       |
| Average interest-<br>earning assets                                   | 46,154,793 | 41,510,416 | 11.2%             | 46,154,793 | 45,605,792 | 41,510,416 | 11.2%         | 1.2%          |
| Average loans   | 36,829,241 | 34,179,244 | 7.8%              | 36,642,558 | 36,193,340 | 34,118,611 | 7.4%          | 1.2%          |
| Avg. net gap in<br>inflation indexed<br>(UF) instruments <sup>1</sup> | 8,348,914  | 6,460,301  | 29.2%             | 8,348,914  | 6,676,629  | 6,460,301  | 29.2%         | 25.0%         |
| Interest earning<br>asset yield <sup>2</sup>                          | 6.5%       | 5.1%       |                   | 6.5%       | 6.6%       | 5.1%       |               |               |
| Cost of funds <sup>3</sup>  | 2.9%       | 0.8%       |                   | 2.9%       | 2.1%       | 1.0%       |               |               |
| Net interest<br>margin (NIM) <sup>4</sup>                             | 3.7%       | 4.1%       |                   | 3.7%       | 4.4%       | 4.1%       |               |               |
| Quarterly inflation<br>rate <sup>5</sup>                              | 2.4%       | 1.1%       |                   | 2.4%       | 3.0%       | 1.1%       |               |               |
| Central Bank<br>reference rate  | 7.0%       | 0.5%       |                   | 7.0%       | 4.0%       | 0.5%       |               |               |

The average quarterly difference between assets and liabilities indexed to the Unidad de Fomento (UF), an inflation indexed unit.
 Interest income divided by average interest-earing liabilities and demand deposits.
 Annualized net interest income divided by average interest earning assets.
 Inflation measured as the variation of the Unidad de Fomento in the quarter.

In 1Q22, the Bank's net income from interest and readjustments decreased 15.1% compared to 4Q21 and increased 0.9% YoY. On the one hand, net interest income, which excludes the impact of inflation on margins, decreased 39.4% compared to 1Q21 and 26.8% compared to 4Q21 due to the effect of the increase in the monetary policy rate (MPR). As of March 2021, the MPR was 0.5% and from the second half of 2021 the Central Bank began to tighten monetary

policy, raising the MPR several times, with the last one being at the end of March when it reached 7.0%. In a 12-month period, the Bank has a negative sensitivity to increases in short-term rates, since the Bank's time deposits incorporate these increases in the MPR faster than interest earning assets.

This was offset in 1Q22 by net readjustment income, which mainly includes the impact of the difference between assets and liabilities denominated in Unidades de Fomento (UF), which increased 255.3% compared to 1Q21 and 2.6% compared to 4Q21. The Bank has more assets than liabilities indexed to inflation. During the last year, inflation has accelerated, registering a variation of 1.1% in 1Q21, 3.0% in 4Q21 and 2.4% in 1Q22. At the same time, the UF GAP, the difference between interest generating assets indexed to the UF and liabilities indexed to the UF, increased to Ch\$ 8,348,914 million at the end of 1Q22. These two factors boosted the net result from readjustments in 1Q22.

Likewise, interest earning assets increased 1.2% QoQ and 11.2% YoY. Given all of the above, the Bank's net interest margin (NIM) in 1Q22 was 3.7%, lower than the 4.1% in 1Q21 and 4.4% in 4Q21.

Looking ahead, we expect the MPR to continue to rise, which should put downward pressure on NIMs. On the other hand, UF inflation should continue at high levels for a few more months before starting to return to normal. For this reason, our NIM expectation for the full year is 3.5%-3.7%.

## Cost of credit at 0.8% in 1Q22. Coverage at 278.6% with positive trends in asset quality

### NEW ACCOUNTING COMPENDIUM ALERT 2022

- Change in the calculation of provisions on credit lines approved and not disbursed. According to the new compendium, credit risk provisions for approved and unused lines of credit are calculated based on the amount of the approved and undisbursed line multiplied by 10%, which in turn is multiplied by the client's expected loss. Previously, the factor was 35%. This reduced the provision result for 2021 under the new compendium versus previously reported.
- Includes impairment of loans at fair value through other comprehensive income.
- The line of provisions now includes the hedge of the effect of the exchange rate on provisions that was previously recognized in the line of financial transactions.

### Provisions

|  | YT       | D         | % Chg.            |          | Quarterly |           | % (           | Chg.          |
|--|----------|-----------|-------------------|----------|-----------|-----------|---------------|---------------|
| \$ millones  | Mar-22   | Mar-21    | Mar-22/<br>Mar-21 | 1Q22     | 4Q21      | 1Q21      | 1Q22/<br>1Q21 | 1Q22/<br>4Q21 |
| Provisions for credit risk for interbank<br>loans and loans <sup>1</sup>   | (86,614) | (80,234)  | 8.0%              | (86,614) | (84,812)  | (80,234)  | 8.0%          | 2.1%          |
| Special provisions for credit risk <sup>2</sup>  | (2,918)  | (24,215)  | (88.0%)           | (2,918)  | (58,576)  | (24,215)  | (88.0%)       | (95.0%)       |
| Gross provisions   | (89,531) | (104,450) | (14.3%)           | (89,531) | (143,387) | (104,450) | (14.3%)       | (37.6%)       |
| Recovery of written-off loans  | 18,100   | 16,936    | 6.9%              | 18,100   | 21,312    | 16,936    | 6.9%          | (15.1%)       |
| Impairment for credit risk for other<br>financial assets at amortized cost and<br>financial assets at fair value through<br>other comprehensive income | (15)     | (30)      | (49.6%)           | (15)     | 1,331     | (30)      | (49.6%)       | %             |
| Provisions for credit risk   | (71,447) | (87,543)  | (18.4%)           | (71,447) | (120,745) | (87,543)  | (18.4%)       | (40.8%)       |
| Cost of credit <sup>3</sup>  | 0.8%     | 1.0%      |                   | 0.8%     | 1.0%      | 1.3%      |               |               |
| Expected loss ratio (LLA / total loans)  | 2.6%     | 2.9%      |                   | 2.6%     | 2.6%      | 2.9%      |               |               |
| NPL ratio (90 days or more overdue/<br>total loans)  | 1.2%     | 1.3%      |                   | 1.2%     | 1.2%      | 1.3%      |               |               |
| Impaired Ioan ratio (impaired Ioans /<br>total Ioans)  | 4.5%     | 5.1%      |                   | 4.5%     | 4.5%      | 5.1%      |               |               |
| Coverage of NPLs <sup>4</sup>  | 278.6%   | 261.4%    |                   | 278.6%   | 270.5%    | 261.4%    |               |               |
| Includes write.offs  |          |           |                   |          |           |           |               |               |

 Includes write-offs.
 Includes additional provisions and provisions for contingent loans.
 Annualized provision expense divided by average loans.
 Balance sheet provisions include additional provisions over non-pe n-performing loans

In general, the credit quality of the Bank's loan portfolio remained positive in 1Q22. The non-performing loan (NPL) ratio improved from 1.3% in 1Q21 to 1.2% in 1Q22, while the impaired loan ratio continued to fall, reaching 4.5% in 1Q22 compared to 5.1% in 1Q22. Likewise, and despite not having constituted new voluntary provisions in 1Q22, the non-performing loans coverage rose to 278.6%.

Provisions for credit risks totaled Ch\$ 71,447 million, decreasing 18.4% YoY and 40.8% QoQ. Provisions for credit risk for banks and loans and accounts receivable from customers increased 8.0% YoY and 2.1% QoQ due mainly to the

growth of consumer auto loans and higher charge-offs in the Middle Market segment. On the other hand, special provisions for credit risk fell significantly due to the fact that in 1Q22 the Bank did not recognize additional provisions, unlike in previous quarters. With these results, the cost of credit in 1Q22 reached 0.8% compared to 1.0% in 1Q21 and 1.3% in 4Q21. We expect the cost of risk for 2022 to be in the range of 0.9%-1.0%.

### Provisions for credit risk by product

|                                 | Y        | D        | % Chg.            | Quarterly |           |          | % Chg.        |               |
|---------------------------------|----------|----------|-------------------|-----------|-----------|----------|---------------|---------------|
| Ch\$ million                    | Mar-22   | Mar-21   | Mar-22/<br>Mar-21 | 1Q22      | 4Q21      | 1Q21     | 1Q22/<br>1Q21 | 1Q22/<br>4Q21 |
| Consumer loans                  | (7,460)  | (18,367) | (59.4%)           | (7,460)   | (38,545)  | (18,367) | (59.4%)       | (80.6%)       |
| Commercial loans                | (31,572) | (56,151) | (43.8%)           | (31,572)  | (70,397)  | (56,151) | (43.8%)       | (55.2%)       |
| Residential mortgage loans      | (32,415) | (13,026) | 148.9%            | (32,415)  | (11,803)  | (13,026) | 148.9%        | 174.6%        |
| Total Provision for loan losses | (71,447) | (87,543) | (18.4%)           | (71,447)  | (120,745) | (87,543) | (18.4%)       | (40.8%)       |

Provisions for credit losses for consumer loans decreased 59.4% compared to 1Q21 and 80.6% compared to 4Q21. The consumer NPL ratio increased slightly from 0.9% in 1Q21 and 4Q21 to 1.0% in 1Q22, while the consumer impaired consumer ratio improved from 4.5% in 1Q21 to 3.1% in 1Q22. Consumer loans in general have shown good payment behavior due to the focus in recent years on expanding our consumer loan portfolio in the higher income segment, as well as the withdrawal of money from pension funds and the new fund universal emergency (IFE) also continues to have a positive impact on the quality of consumer credit assets. With this, consumption coverage, including additional provisions, remains high at 520.1% at the end of March.

On the other hand, the result from net provisions in the mortgage portfolio grew 174.6% QoQ and 148.9% YoY. With this, the NPL coverage of the mortgage portfolio increased to 132.2%, in line with our view that high interest rates and higher inflation could affect the quality of this product's portfolio. In any case, the evolution of the mortgage portfolio remains healthy with the mortgage NPL ratio decreasing from 0.7% in 1Q21 and 0.8% in 4Q21 to 0.6% in 1Q22, while the impaired mortgage loan ratio improved from 3.3% in 1Q21 to 2.9% in 1Q22. With these levels of mortgage provisions, we expect to cover the possible write-offs of this portfolio in the next 2 years.

Provision expense for commercial loans decreased 55.2% compared to 4Q21 and 43.8% compared to 1Q21. In 4Q21, the Bank's Board of Directors approved the allocation of \$60,000 million in additional provisions for commercial loans. The impaired commercial loan ratio improved from 6.7% in 1Q21 and 6.2% in 4Q21 to 6.1% in 1Q22. The commercial NPL ratio improved from 1.8% in 1Q21 to 1.7% in 4Q21 and 1Q22 mainly due to loan growth that has lately been focused on the SCIB segment which is generally lower risk. The coverage index of the overdue commercial portfolio remained high in 1Q22, reaching 277.9%.

For more information on credit risk and asset quality see Section 7: Risk.

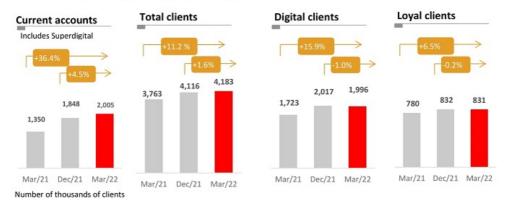
## Fees increase 17.1% YoY with total clients surpassing 4.18 million driven by digital products

### **NEW ACCOUNTING COMPENDIUM ALERT 2022**

Fees for prepayment of loans that used to be recognized in net interest income are now recognized in fees.

Fee income increased 17.1% compared to 1Q21. Fees in the quarter continued to show healthy signs of growth driven by customer growth and increased product usage. During the quarter we continued to increase our customer base, growing 1.6% QoQ and 11.2% YoY, driven by a strong increase in customers with current accounts (including

Superdigtal accounts), attracted by our digital product offering. Digital customers grew 15.9% YoY and loyal customers (individual customers who have 4 products or more with a minimum level of profitability and usage and companies with a minimum profitability and usage of products) grew 6.5% YoY.



By product, the evolution of fees was the following:

| Fees | by pro | duct |
|------|--------|------|
|      |        |      |

|  | Y      | TD     | % Chg.            | Quarterly |        |        | % (       | Chg.      |
|--|--------|--------|-------------------|-----------|--------|--------|-----------|-----------|
| Ch\$ million                                       | Mar-22 | Mar-21 | Mar-22/<br>Mar-21 | 1Q22      | 4Q21   | 1Q21   | 1Q22/1Q21 | 1Q22/4Q21 |
| Card fees  | 25,499 | 23,161 | 10.1%             | 25,499    | 30,507 | 23,161 | 10.1%     | (16.4%)   |
| Asset management                                   | 13,178 | 11,151 | 18.2%             | 13,178    | 14,075 | 11,151 | 18.2%     | (6.4%)    |
| Insurance brokerage                                | 10,943 | 10,229 | 7.0%              | 10,943    | 11,867 | 10,229 | 7.0%      | (7.8%)    |
| Guarantees, pledges<br>and other contingent<br>op. | 8,340  | 6,764  | 23.3%             | 8,340     | 7,880  | 6,764  | 23.3%     | 5.8%      |
| Collections  | 14,049 | 8,714  | 61.2%             | 14,049    | 10,011 | 8,714  | 61.2%     | 40.3%     |
| Current accounts                                   | 11,401 | 9,119  | 25.0%             | 11,401    | 10,760 | 9,119  | 25.0%     | 6.0%      |
| Getnet   | 3,384  | 34     | %                 | 3,384     | 3,899  | 34     | %         | (13.2%)   |
| Prepayment of loans                                | 4,196  | 5,766  | (27.2%)           | 4,196     | 1,687  | 5,766  | (27.2%)   | 148.7%    |
| Others   | 6,155  | 8,046  | (23.5%)           | 6,155     | 6,963  | 8,046  | (23.5%)   | (11.6%)   |
| Total fees   | 97,147 | 82,984 | 17.1%             | 97,147    | 97,650 | 82,984 | 17.1%     | (0.5%)    |

Card fees increased 10.1% YoY due to the growth of our Life debit cards and Superdigital prepaid cards, as well as increased use by all our card-using customers. Compared to 4Q21 they decreased by 16.4% QoQ mainly due to seasonal factors due to lower activity by our clients during the summer months. It is important to note that in July 2021, the regulations to establish the interchange fee were enacted. A technical committee had six months to determine the interchange fee levels and this will be reviewed every 3 years. In February of this year the new maximum rates were published: 1.48% for credit cards, 0.6% for debit cards and 1.04% for prepaid cards. The Bank estimates that the implementation of these maximum rates will have a negative impact on this commission line of approximately \$29 billion in 2022.

Getnet, our new acquisitions business that launched in 1Q21 has continued to grow, reaching over 88,800 POS machines, and providing Ch\$ 3,384 million in fee income in the quarter. We estimate that Getnet will already start to show a profit by the last quarter, only two years after its launch.

Current account fees increased by 6.0% QoQ and 25.0% YoY. Growth in account openings continued to grow strongly during the quarter. Santander Life continued to contribute to the growth of new customers. In 1Q22, we opened 76,000 new Life accounts. Superdigital also continued to open accounts at a record rate with 7,700 new clients in the quarter. In general, as of January 2022, the latest data available, in the last twelve months Santander Chile had net account openings of 532,272 compared to 838,361 net openings for the rest of the banking system. This indicates that until January 2022, Santander Chile represented 38.7% of all account openings in Chile. The overall share of the current account market increased to 28.9%, up from 26.5% in January 2021. It is important to note that these market share figures do not include Superdigital, which is a prepaid digital debit card.

Collection commissions grew by 61.2% YoY and 40.3% QoQ due to higher commissions for transfers and payment orders and collection of customer receivables. Insurance brokerage increased by 7.0% YoY driven by auto insurance and driven by our Insurtech platforms such as Autocompara and Klare. The Bank's online auto insurance brokerage business, Autocompara, continued to show strong growth as auto sales across the country expanded aggressively.

Loan prepayment commissions decreased 27.2% YoY in 1Q22 as due to the greater liquidity of our clients in 1Q21 with state aid and withdrawals from pension funds were used in part to prepay loans. Compared to 4Q21, these commissions increased 148.7% due to high levels of prepayment in Middle market and SCIB in an environment of rising rates in the quarter.

## Solid client treasury income and higher gains from Financial Management

## NEW ACCOUNTING COMPENDIUM ALERT 2022

The line of provisions now includes the hedge of the effect of the exchange rate on provisions that was previously recognized in the line of financial transactions in non-client income

### Net financial results

|  | Ŷ      | D      | Chg. %            |        | Quarterly |        | Chg           | . %           |
|--|--------|--------|-------------------|--------|-----------|--------|---------------|---------------|
| Ch\$ million   | Mar-22 | Mar-21 | Mar-22/<br>Mar-21 | 1Q22   | 4Q21      | 1Q21   | 1Q22/<br>1Q21 | 1Q22/<br>4Q21 |
| Financial assets and liabilities for<br>trading  | 17,706 | 25,484 | (30.5%)           | 17,706 | (7,824)   | 25,484 | (30.5%)       | %             |
| Result from derecognition of financial<br>assets and liabilities at amortized cost<br>and of financial assets at fair value with<br>changes in other comprehensive<br>income | 14,092 | (772)  | %                 | 14,092 | 4,614     | (772)  | %             | 205.4%        |
| Changes, readjustments and hedge<br>accounting in foreign currency   | 25,060 | 4,500  | 456.9%            | 25,060 | 25,187    | 4,500  | 456.9%        | (0.5%)        |
| Net financial results  | 56,858 | 29,212 | 94.6%             | 56,858 | 21,977    | 29,212 | 94.6%         | 158.7%        |

The **net financial result** recorded a gain of Ch\$ 56,858 million in 1Q22, an increase of 94.6% compared to 1Q21 and 158.7% compared to 4Q21. In order to understand these lines more clearly, they are presented by business area in the following table:

# Net financial results by business

|                          |        | rD       | Chg. %            |        | Quarterly |          | Ch            | g. %          |
|--------------------------|--------|----------|-------------------|--------|-----------|----------|---------------|---------------|
| Ch\$ million             | Mar-22 | Mar-21   | Mar-22/<br>Mar-21 | 1022   | 4Q21      | 1Q21     | 1Q22/<br>1Q21 | 1Q22/<br>4Q21 |
| Client                   | 55,044 | 42,318   | 30.1%             | 55,044 | 49,404    | 42,318   | 30.1%         | 11.4%         |
| Non- client <sup>1</sup> | 1,814  | (13,106) | %                 | 1,814  | (27,426)  | (13,106) | %             | %             |
| Net financial results    | 56,858 | 29,212   | 94.6%             | 56,858 | 21,978    | 29,212   | 94.6%         | 158.7%        |

1. Non client treasury income. These results includes interest income and the mark-to-market of the Bank's trading portfolio, realized gains from the Bank's available for sale portfolio and other results from our Financial Management Division.

Revenues from customer treasury services reached a profit of Ch\$ 55,044 million in the quarter, an increase of 11.4% compared to 4Q21 and 30.1% compared to 1Q21. The movement of client treasury revenues, which generally constitutes the majority of our treasury revenues, reflects customer demand for treasury products such as spot currency purchases, forwards and other more complex treasury products. During the quarter there was a positive flow of institutional and corporate clients in the swaps and inflation market driven by the high CPI data.

Non-customer treasury totaled a gain of Ch\$1,814 million in the quarter. During 2021, the Bank's Financial Management Division carried out several liability management operations to adapt the balance sheet to the new environment of rate hikes, which resulted in an initial loss that has not been repeated this year.

## Operating expenses increased only 2.1%. Efficiency ratio of 37.8% in the quarter

### NEW ACCOUNTING COMPENDIUM ALERT 2022

Income and expenses of repossessed assets are now in line item Income from non current assets and non continued operations and are no longer in other operating income and other operating expenses

Operating expenses increased 2.1% YoY and fell 1.6% QoQ with the Bank's efficiency ratio reaching 37.8% in 1Q22 compared to 39.7% in the same quarter of 2021, demonstrating good cost control despite the acceleration of inflation. Annualized operating expenses over total assets improved from 1.6% in 1Q21 to 1.4% at the end of March 2022. The Bank continues to advance in the execution of its investment plan of U\$260 million for the years 2022-2024 with a focus on digital initiatives both on the front and back-end.

### **Operating expenses**

|   | YT        | 0         | Chg. %            |           | Quarterly |           | Chg           | . %           |
|---|-----------|-----------|-------------------|-----------|-----------|-----------|---------------|---------------|
| Ch\$ million                                  | Mar-22    | Mar-21    | Mar-22/<br>Mar-21 | 1Q22      | 4Q21      | 1Q21      | 1Q22/<br>1Q21 | 1Q22/<br>4Q21 |
| Personnel expenses                            | (97,546)  | (97,001)  | 0.6%              | (97,546)  | (98,753)  | (97,001)  | 0.6%          | (1.2%)        |
| Administrative expenses                       | (71,043)  | (68,583)  | 3.6%              | (71,043)  | (77,256)  | (68,583)  | 3.6%          | (8.0%)        |
| Depreciation and amortization                 | (31,614)  | (27,729)  | 14.0%             | (31,614)  | (31,589)  | (27,729)  | 14.0%         | 0.1%          |
| Other operating expenses                      | (19,686)  | (22,119)  | (11.0%)           | (19,686)  | (15,804)  | (22,119)  | (11.0%)       | 24.6%         |
| Impairment                                    | -         |           | %                 | -         | -         | 378       | %             | %             |
| Operating expenses                            | (219,889) | (215,432) | 2.1%              | (219,889) | (223,402) | (215,432) | 2.1%          | (1.6%)        |
| Branches                                      | 324       | 346       | (6.4%)            | 324       | 326       | 346       | (6.4%)        | (0.6%)        |
| Traditional                                   | 219       | 206       | 6.3%              | 219       | 220       | 206       | 6.3%          | (0.5%)        |
| WorkCafé                                      | 69        | 59        | 16.9%             | 69        | 63        | 59        | 16.9%         | 9.5%          |
| Middle market centers                         | 7         | 7         | 0.0%              | 7         | 7         | 7         | 0.0%          | 0.0%          |
| Select  | 9         | 13        | (30.8%)           | 9         | 14        | 13        | (30.8%)       | (35.7%)       |
| Employees                                     | 9,854     | 10,391    | (5.2%)            | 9,854     | 9,988     | 10,391    | (5.2%)        | (1.3%)        |
| Efficiency ratio <sup>1</sup>                 | 37.8%     | 39.7%     | +189bp            | 37.8%     | 35.9%     | 40.1%     | +236bp        | -186bp        |
| Volume per branch (Ch\$mn) <sup>2</sup>       | 197,190   | 175,777   | 12.2%             | 197,190   | 198,363   | 175,777   | 12.2%         | (0.6%)        |
| Volume per employee (Ch\$<br>mm) <sup>3</sup> | 6,484     | 5,853     | 10.8%             | 6,484     | 6,474     | 5,853     | 10.8%         | 0.1%          |
| Costs / Assets <sup>4</sup>                   | 1.4%      | 1.6%      | +14bp             | 1.4%      | 1.4%      | 1.6%      | +14bp         | -3bp          |

1. Operating expenses divided by operating inco

Loans + Deposits divided by branches (point of sale).
 Loans + Deposits divided by employees
 Annualized operating expenses / average total assets.

Personnel expenses increased 0.6% YoY despite the rise in inflation and the consequent readjustment of salaries. Volumes (loans plus deposits) per branch increased 12.2% YoY and volumes per employee grew 10.8% YoY. This increase in productivity is a reflection of the strength of our digital channels and a higher level of automation in different cost centers. Compared to 4Q21, personnel expenses show a slight decrease of 1.2% QoQ as a result of seasonal effects between those two quarters.

Administrative expenses increased 3.6% YoY in 1Q22. During the quarter, the Bank had higher expenses related to the maintenance of fixed assets and an increase in spending on IT and communications, as it continues to focus on improving digital platforms for our customers and employees. The strong increase in the client base also influenced the increase in administrative expenses as well as the increase in inflation.

Compared to 4Q21, administrative expenses decreased 8.0% as a result of lower advertising expenses as a result of several commercial campaigns carried out by the Bank in 4Q21. At the same time, there were lower IT, communications and outsourced data processing expenses due to the fact that a significant percentage of these expenses are denominated in US\$ and the Chilean peso appreciated 8.2% in the guarter.

Amortization expenses increased 14.0% YoY and 0.1% QoQ mainly due to higher software amortization due to digital banking developments as part of our plan to improve productivity.

Other operating expenses decreased 11.0% YoY. During the COVID-19 crisis, the Bank recognized higher provisions for non-credit contingencies and for operational risk in 2021, which have decreased so far this year. This was partially offset by higher expenses in cybersecurity insurance expenses as the Bank increases its client base and by higher expenses related to our joint venture with our main partner in the financing of auto loans, Astara (former SK Bergé), through our subsidiary Santander Consumer. This cost is recognized in Other operating expenses. It should be noted that, despite the higher expense in this line, Santander Consumer's results grew 75.8% year-on-year, totaling Ch\$7,785 million in 1Q22.

### Other operating income, income from investments in companies and taxes

### **NEW ACCOUNTING COMPENDIUM ALERT 2022**

Income and expenses of repossessed assets are now in line item Income from non current assets and non continued operations and are no longer in other operating income and other operating expenses

In these items we highlight the higher result from investments in companies due to the better results of Transbank in the quarter. As a reminder, we have a 25% stake in Transbank, and the Bank is in the process of selling their stake in this company. Our investment in Transbank was recognized as a discontinued operation since June 2019, but because the sale has been delayed, in 4Q21 the Bank re-recognized Transbank's results as Income from investments in associates. During 2021 Transbank recognized operating losses due to the evolution of the payment market.

|   | Ŷ        | TD       | Chg. %            |          | Quarterly |          | Chi           | g. %          |
|---|----------|----------|-------------------|----------|-----------|----------|---------------|---------------|
| \$ millones   | Mar-22   | Mar-21   | Mar-22/<br>Mar-21 | 1Q22     | 4Q21      | 1Q21     | 1Q22/<br>1Q21 | 1Q22/<br>4Q21 |
| Other operating income  | 221      | 403      | (45.1%)           | 221      | 398       | 403      | (45.1%)       | (44.4%)       |
| Income from investment in<br>associates                         | 1,360    | 303      | 348.4%            | 1,360    | (1,916)   | 303      | 348.4%        | %             |
| Results from non-current assets and<br>non-continued operations | (900)    | 246      | %                 | (900)    | 742       | 246      | %             | %             |
| Income tax  | (51,110) | (49,615) | 3.0%              | (51,110) | (42,532)  | (49,615) | 3.0%          | 20.2%         |
| Effective tax rate  | 17.6%    | 21.2%    |                   | 17.6%    | 15.3%     | 21.2%    |               |               |

### Other operating income and taxes

Income tax expense in 1Q22 totaled Ch\$ 51,110 million, an increase of 3.0% YoY and 20.2% QoQ driven by higher profit before taxes. For tax purposes, our capital must be updated for CPI inflation, therefore, when CPI inflation is high, the effective tax rate tends to be lower.

# Taxes YTD<sup>1</sup>

|                                  |           |          | Change %      |
|----------------------------------|-----------|----------|---------------|
| \$ millones                      | Mar-22    | Mar-21   | Mar-22/Mar-21 |
| Utilidades antes de impuestos    | 290,816   | 233,896  | 24.3%         |
| Corrección monetaria del capital | (111,164) | (60,656) | 83.3%         |
|                                  |           |          |               |

| Otras diferencias permanentes, impuestos diferidos | 9,645    | 10,518   | (8.3%) |
|--|----------|----------|--------|
| Utilidad neta antes de impuestos ajustada          | 189,297  | 183,758  | 3.0%   |
| Tasa de impuestos                                  | 27,0%    | 27,0%    | +0bp   |
| Impuestos por pagar                                | (51,110) | (49,615) | 3.0%   |
| Tasa efectiva de impuestos                         | 17,6%    | 21,3%    | -368bp |

1. For tax purposes, capital is indxed to CPI inflation. The statutory tax rate is applied on income before tax after monetary correction of capital. For more information see Note 18 of the Financial Statements.

# Guidance

Given the above, the expectations of the Bank for volume growth and income for 2022 are as follows:

| Indicator      | Guidance  | Key factor  |  |  |  |
|----------------|---|---|--|--|--|
| Loans          | 8-10% based on GDP growth of 1.5% and inflation of 9.0%   | Economic growth   |  |  |  |
| NIM            | 3.5%-3.7% due to the impact of the higher monetary<br>policy rate, mitigated in part by the higher inflation. | Inflation rate and speed of MPR increases   |  |  |  |
| Non- NII       | 10%-15% growth this year.   | Client growth and product usage   |  |  |  |
| Costs          | Increasing below inflation  | Inflation, exchange rate and productivity,<br>investment plans                        |  |  |  |
| Cost of credit | A cost of risk of 0.9%-1.0% with asset quality normalizing.   | Increase in provisions and growth of loans.<br>Evolution of economy and unemployment. |  |  |  |
| ROE            | ROE of 21%-22% in 2022 and medium-term ROAE of 17-<br>19%.  | Growth of: income and equity  |  |  |  |
| CET1           | Finishing the year > 10%  | ROE, growth of equity and risk-weighted assets and<br>dividend policy.                |  |  |  |

# Section 7: Risks

The management of risks in the first quarter of 2022 has centered on the protection of our groups of interest in an environment that is still affected by the COVID-19 pandemic and its consequences.

### A. Credit risk

### Estimación de pérdida esperada:

The estimation of provisions is based on models of expected loss, in line with Chapter B1 of the FMC's Accounting Standards Compendium. The loan portfolio is divided into individually and collectively analysed loans. Within each group, there are different provision models for consumer loans, mortgages, and commercial loans. The provisions of the majority of loans are determined, in simple terms, through the following formula of expected loss.

| Provisions = Exposu | ire x |  | x |  |
|---------------------|-------|--|---|--|
| Loan va             | alue  | Percentage of<br>the probability<br>of a debtor<br>defaulting. This<br>probability is<br>determined<br>by the type<br>of client and<br>their historical<br>performance,<br>among other<br>variables. |   | Loss sustained<br>once the<br>customer<br>is already<br>in default,<br>determined by<br>historical data. |

### **Provisions for individual assessments**

According to the FMC, an individual assessment of commercial debtors is necessary for companies that, due to their size, complexity, or level of exposure, must be analysed in detail. The debtors' analysis is primarily focused on their creditworthiness. Therefore, they are classified in the corresponding risk category and by their respective credit transactions and contingent loans before being assigned to one of the following portfolio categories: Normal, Substandard, and Impaired portfolio. For this assignation, several risk factors are considered: the industry or economic sector, their business, partners and management's situation, financial situation, payment ability, and payment performance. Thus, the portfolio assignations are:

- Normal Portfolio: it considers debtors whose payment ability enables them to meet their obligations and commitments and in which there is no foreseeable alteration regarding their economic and financial situation. The classifications assigned to this portfolio are categories from A1 to A6.
- Substandard Portfolio: it includes debtors with financial difficulties or significant deterioration in their payment ability and of which there is reasonable doubt concerning their future reimbursement of the principal and interests within the contractual terms, displaying a limited ability to meet short-term financial obligations. The classifications assigned to this portfolio are categories from B1 to B4.

Impaired Portfolio: it includes debtors and related loans where recovery is considered remote, as they display
a reduced or null repayment capacity. This portfolio encompasses debtors who have stopped paying their
loans or show clear signs they will stop paying, as well as those who require forced debt restructuring, reducing
the due obligation or delaying their principal repayment or interests; and any other debtor who is beyond 90
days overdue in their payment of interests or principal. The classifications assigned to this portfolio are
categories from C1 to C6.

As part of the individual assessment of debtors, the Bank classifies them into the following categories, assigning them a percentage for the probability of default and loss given default (severity), which results in percentages of expected loss.

| Portfolio           | Debtor's<br>Category | Probability<br>of Default<br>(%) | Severity<br>(%) | Expected<br>Loss<br>(%) |
|---------------------|----------------------|----------------------------------|-----------------|-------------------------|
|                     | A1                   | 0.04                             | 90.0            | 0.03600                 |
| Normal<br>Portfolio | A2                   | 0.10                             | 82.5            | 0.08250                 |
|                     | A3                   | 0.25                             | 87.5            | 0.21875                 |
|                     | A4                   | 2.00                             | 87.5            | 1.75000                 |
|                     | A5                   | 4.75                             | 90.0            | 4.27500                 |
|                     | A6                   | 10.00                            | 90.0            | 9.00000                 |
|                     | B1                   | 15.00                            | 92.5            | 13.87500                |
| Substandard         | B2                   | 22.00                            | 92.5            | 20.35000                |
| Portfolio           | B3                   | 33.00                            | 97.5            | 32.17500                |
|                     | B4                   | 45.00                            | 97.5            | 43.87500                |

The impaired portfolio comprises all loans and 100% of the number of contingent loans of those debtors who are beyond 90 days overdue on payments of any credit interests or principal by the month's end. It also includes debtors who have been granted a loan to refinance placements beyond 60 days overdue and debtors who have undergone forced debt restructuring or partial debt forgiveness.

To calculate the provisions to cover an impaired portfolio, firstly, an expected loss rate is determined by calculating the amounts recoverable through financial guarantees and deducting the present value of recoveries obtained through collection services after related expenses. Once the expected loss range is determined, the corresponding provision percentage is applied over the exposure amount, which encompasses loans and contingent loans of the same debtor. The provision rates applied over the calculated exposure are as follows:

| Classification | Estimated range<br>of loss | Provision |
|----------------|----------------------------|-----------|
| C1             | Up to 3%                   | 2%        |
| C2             | 3% to 20%                  | 10%       |
| C3             | 20% to30%                  | 25%       |
| C4             | 30% to 50%                 | 40%       |
| C5             | 50% to 80%                 | 65%       |
| C6             | Above 80%                  | 90%       |

All debtors' loans are to be maintained in the impaired portfolio until their payment ability or performance is normalised, irrespective of penalty procedures for each loan, particularly those that meet the conditions of Title II of Chapter B-2 of the CNC.

#### **Provisions for group assessments**

Group assessments are appropriate to address a large volume of transactions that have small individual balances belonging to individuals or small companies. To determine their provisions, group assessments require the clustering of debtors with similar characteristics in terms of debtor type and loan commitments in order to determine both the group's payment behaviour and the recovery of defaulted loans, using technically substantiated estimates and prudential criteria. The model used is based on the debtor's characteristics, payment history, outstanding loans, and defaults, among other relevant factors.

The Bank uses methodologies to determine credit risk based on internal and/or standard models to estimate the provisions of the group assessment portfolio. This considers commercial loans for debtors that are not assessed individually, mortgage and consumer loans (including instalment loans, credit cards and overdraft lines). Such methodology allows the Bank to independently identify the portfolio's performance in the year and thus determine the provision required to cover losses manifested within one year starting from the balance date.

The customers are segmented according to their internal and external characteristics into clusters or profiles to differentiate each portfolio's risk in a more appropriate and orderly manner (customer-portfolio model). This is known as the profile allocation method, which is based on a statistical construction model that, through logistic regression, establishes relations between variables –such as default, external performance, and socio-demographic data, among others – and a response variable that determines the client's risk, in this case a default equal or beyond 90 days. After this, common profiles are defined and assigned a Probability of Non Performance (PNP) and a recovery rate based on a historical analysis known as Severity (SEV).

Once the customers have been profiled and assigned a PNP and a SEV in terms of their loan's profile, the exposure of default is calculated. This estimation includes the customer's book value of loans and accounts receivables added to contingent loans, minus any recoverable amount through collateral enforcement (for credits other than consumer loans).

Notwithstanding the above, to constitute provisions concerning commercial and housing loans, the Bank must establish minimum provisions adhering to the standard method set by the FMC for these types of loans. While such

standard model constitutes a minimum prudential baseline, it does not relieve the Bank of its responsibility to have its own internal methodologies for determining sufficient provisions protecting this portfolio's credit risk.

|   |            | Assets b   | pefore allowant           | tes       |           |            |           | Est      | ablished allowa           | inces     |           |          |                              |         |           |
|---|------------|------------|---------------------------|-----------|-----------|------------|-----------|----------|---------------------------|-----------|-----------|----------|------------------------------|---------|-----------|
| a)Loans and accounts receivable<br>from customers | Normal p   | oortfolio  | Substandar<br>d portfolio | Impaired  | portfolio | Total      | Normal p  | ortfolio | Substandar<br>d portfolio | Impaired  | portfolio | Subtotal | Deductible<br>guarantee<br>s | Total   | Net       |
| March 31, 2022                                    | Assess     | ment       | Assessment                | Assess    | ment      | rotar      | Assess    | ment     | Assessment                | Assess    | ment      | Subtotal | FOGAPE                       | Total   | assets    |
| (\$ million)                                      |            |            |                           | Individua |           |            | Individua |          |                           | Individua |           |          | Covid-19                     |         |           |
|   | Individual | Group      | Individual                | 1         | Group     |            | 1         | Group    | Individual                | 1         | Group     |          |                              |         |           |
| Commercial loans                                  |            |            |                           |           |           |            |           |          |                           |           |           |          |                              |         |           |
| Commercial loans                                  | 7,625,776  | 4,266,271  | 908,840                   | 463,118   | 326,496   | 13,590,502 | 57,708    | 65,725   | 30,842                    | 152,855   | 168,190   | 475,320  | 27,396                       | 502,716 | 13,087,78 |
| Chilean export foreign trade loans                | 639,246    | 10,669     | 31,794                    | 2,132     | 1,336     | 685,176    | 12,561    | 295      | 1,658                     | 1,121     | 920       | 16,554   |                              | 16,554  | 668,62    |
| Chilean import foreign trade loans                | 657,431    | 46,599     | 11,599                    | 14,732    | 2,154     | 732,516    | 15.942    | 1,225    | 1,309                     | 7,812     | 1,619     | 27,908   |                              | 27,908  | 704.60    |
| Foreign trade between third parties               | 2.679      |            |                           |           | -         | 2,679      | 53        |          |                           |           |           | 53       |                              | 53      | 2,62      |
| Checking accounts debtors                         | 59,031     | 53,622     | 10,189                    | 1,784     | 6,876     | 131,502    | 1,048     | 1,154    | 1,056                     | 1,139     | 5,786     | 10,182   |                              | 10,182  | 121,32    |
| Credi card debtors                                | 26,558     | 84,942     | 3.275                     | 817       | 6.367     | 121,960    | 725       | 2,641    | 409                       | 378       | 5,565     | 9,717    |                              | 9,717   | 112,24    |
| Factoring transactions                            | 707,690    | 48,241     | 11,352                    | 1,869     | 576       | 769,728    | 7,008     | 883      | 694                       | 1,070     | 576       | 10,231   | -                            | 10,231  | 759,49    |
| Leasing transactions                              | 881,768    | 235,398    | 151,626                   | 60,643    | 8,726     | 1,338,162  | 3,362     | 4,713    | 3,216                     | 8,950     | 8,286     | 28,528   | 236                          | 28,763  | 1,309,39  |
| Student loans                                     |            | 47,914     |                           |           | 6,529     | 54,443     |           | 1,285    |                           | 0         | 2,272     | 3,557    | -                            | 3,557   | 50,88     |
| Other loans and accounts receivable               | 3,137      | 151,116    | 448                       | 5,193     | 2,697     | 162,591    | 38        | 2,085    | 151                       | 3,320     | 1,795     | 7,388    |                              | 7,388   | 155,20    |
| Subtotal  | 10,603,317 | 4,944,773  | 1,129,123                 | 550,288   | 361,757   | 17,589,259 | 98,445    | 80,005   | 39,335                    | 176,646   | 195,007   | 589,438  | 27,632                       | 617,070 | 16,972,18 |
| Mortgage loans                                    |            |            |                           |           |           |            |           |          |                           |           |           |          |                              |         |           |
| Loans with letters of credit                      |            | 3,497      | 3 L                       |           | 182       | 3,679      | -         | 6        | -                         | -         | 31        | 37       | -                            | 37      | 3,64      |
| Mortgage transferable mutual loans                |            | 3,100      |                           |           | 307       | 3,408      | -         | 13       | -                         |           | 69        | 81       |                              | 81      | 3,32      |
| Mortgage mutual loans financed                    |            |            |                           |           |           |            |           |          |                           |           |           |          |                              |         |           |
| through mortgage finance bonds                    |            | 82,699     | -                         | -         | 1,984     | 84,684     | -         | 114      | -                         | -         | 205       | 319      | -                            | 319     | 84,36     |
| Other mortgage mutual loans                       |            | 13,663,676 | -                         | -         | 401,263   | 14,064,939 | -         | 21,785   | -                         | -         | 79,900    | 101,685  | -                            | 101,685 | 13,963,25 |
| Mortgage financial leasing                        |            |            |                           |           | -         | -          | -         |          |                           |           |           | -        |                              | -       |           |
| Other loans and accounts receivable               |            | 930        |                           |           | 791       | 1,721      |           | 6        | -                         |           | 471       | 477      | -                            | 477     | 1,24      |
| Subtotal  |            |            |                           |           |           |            |           |          |                           |           |           |          |                              |         | 14,055,83 |
| 50510101  |            | 13,753,901 |                           |           | 404,529   | 14,158,431 |           | 21,923   |                           |           | 80,676    | 102,599  |                              | 102,599 |           |
| Consumer loans                                    |            |            |                           |           |           |            |           |          |                           |           |           |          |                              |         |           |
| nstallment consumer loans                         |            | 3,447,872  |                           | -         | 143,394   | 3,591,266  |           | 97,132   | -                         | -         | 103,482   | 200,614  |                              | 200,614 | 3,390,65  |
| Current account debtors                           |            | 131,566    | -                         |           | 3,289     | 134,855    |           | 6,895    |                           | -         | 2,599     | 9,493    | -                            | 9,493   | 125,36    |
| Credit card debtors                               |            | 1,283,860  | -                         | -         | 10,082    | 1,293,942  |           | 28,802   | -                         | -         | 7,828     | 36,631   |                              | 36,631  | 1,257,31  |
| Consumer leasing transactions                     |            | 3,035      |                           |           | -         | 3,035      |           | 29       |                           |           | 0         | 29       |                              | 29      | 3,00      |
| Other loans and accounts receivable               |            | 82         |                           |           | 183       | 265        |           | 19       |                           |           | 147       | 166      |                              | 166     | 9         |
| Subtotal  |            | 4,886,414  |                           |           | 156,948   | 5,023,362  |           | 132,877  | •                         |           | 114,056   | 246,933  |                              | 246,933 | 4,776,42  |
|   |            |            |                           |           |           |            |           | 234,805  | 39,335                    | 176,646   |           |          |                              |         | 35,804,44 |
| TOTAL   | 10.603.317 | 23,585,088 | 1,129,123                 | 550,288   | 923.234   | 36,771,052 | 98.445    |          |                           |           | 389,739   | 938,970  | 27,632                       | 966.602 |           |

## Credit quality of debtors

As of the end of March 2022, the NPL ratio improved from 1.23% in 4Q21 to 1.19% in 1Q22. The impaired ratio improved from 4.51% in 4Q21 to 4.47% in 1Q22. There is still high liquidity in the system and clients continue paying on time, even after their grace periods have ended. The coverage ratio, including additional provisions, reached 278.6% in 1Q22 and the expected loss ratio (provision loan loss allowances divided by total loans) is stable at 2.6% in 1Q22.

1. Includes interbank loans.

### Asset credit quality

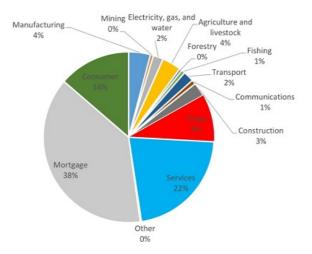
|  |            |            |            | Va                 | r %               | <ol> <li>Adjusted to include :<br/>16.000 million in additional</li> </ol>   |
|--|------------|------------|------------|--------------------|-------------------|--|
| \$ million   | Mar-22     | Dec-21     | Mar-21     | Mar- 22/<br>Mar-21 | Mar-22/<br>Dec-21 | provisions since 4Q19, 30,000 million in 2Q20, 30,000 million in 3Q20, 30,000 million in 3Q20,000 million in 3Q20, 30,000 mill |
| Total loans <sup>1</sup>                             | 36,771,052 | 36,534,950 | 34,438,826 | 6.8%               | 0.6%              | 50,000 million in 4Q20, 3<br>24,000 million in 1Q21, 8   |
| Loan loss allowances (LLAs) <sup>2</sup>             | (966,603)  | (958,761)  | (987,652)  | (2.1%)             | 0.8%              | 18,000 million in 2021 and 30,000 million in 3021 and  |
| Non-Performing Loans <sup>3</sup> (NPLs)             | 439,530    | 449,835    | 435,158    | 1.0%               | (2.3%)            | the Ch\$60,000 million in<br>4021.   |
| Consumer NPLs  | 52,478     | 43,626     | 43,770     | 19.9%              | 20.3%             | 3. Amount includes gros  |
| Commercial NPLs                                      | 301,971    | 301,984    | 302,885    | (0.3%)             | (0.0%)            | loans with at least on<br>installment 90 days overdue  |
| Mortgage NPLs  | 85,082     | 104,225    | 88,503     | (3.9%)             | (18.4%)           | 4. Impaired loans include: (A  |
| Impaired loans <sup>4</sup>                          | 1,646,745  | 1,652,788  | 1,764,102  | (6.7%)             | (0.4%)            | for loans individual<br>evaluated for impairment, (i   |
| Consumer impaired loans                              | 156,948    | 154,722    | 215,215    | (27.1%)            | 1.4%              | the carrying amount of a   |
| Commercial impaired loans                            | 1,085,268  | 1,105,110  | 1,134,663  | (4.4%)             | (1.8%)            | loans to clients that are rate<br>C1 through C6 and (ii) th  |
| Mortgage impaired loans                              | 404,529    | 392,956    | 414,224    | (2.3%)             | 2.9%              | carrying amount of loans t<br>an individual client with  |
| Expected loss ratio <sup>5</sup> (LLA / total loans) | 2.6%       | 2.6%       | 2.9%       | 2.6%               | 2.6%              | loan that is non-performing<br>regardless of category<br>excluding residentia  |
| NPL ratio (NPL / total loans)                        | 1.19%      | 1.23%      | 1.26%      | 1.19%              | 1.23%             | mortgage loans, if the past<br>due amount on the mortgag   |
| Consumer NPL ratio                                   | 1.0%       | 0.9%       | 0.9%       | 1.0%               | 0.9%              | loan is less than 90 days; an  |
| Commercial NPL ratio                                 | 1.7%       | 1.7%       | 1.8%       | 1.7%               | 1.7%              | (B) for loans collectivel<br>evaluated for impairment, (   |
| Mortgage NPL ratio                                   | 0.6%       | 0.8%       | 0.7%       | 0.6%               | 0.8%              | the carrying amount of tota<br>loans to a client, when a loa   |
| Impaired Ioan ratio (impaired /<br>total Ioans)      | 4.47%      | 4.5%       | 5.1%       | 4.47%              | 4.5%              | to that client is nor<br>performing or has bee<br>renegotiated, excludin   |
| Consumer impaired ratio                              | 3.1%       | 3.1%       | 4.5%       | 3.1%               | 3.1%              | performing residentia  |
| Commercial impaired ratio                            | 6.1%       | 6.2%       | 6.7%       | 6.1%               | 6.2%              | mortgage loans, and (ii) if th<br>loan that is non-performin   |
| Mortgage impaired ratio                              | 2.9%       | 2.8%       | 3.3%       | 2.9%               | 2.8%              | or renegatiated is<br>residential mortgage loan, a   |
| NPL coverage ratio <sup>6</sup>                      | 278.6%     | 270.5%     | 261.4%     | 278.6%             | 270.5%            | loans to that client.<br>5. LLA / total loans. Measure   |
| Coverage ratio without mortgages <sup>7</sup>        | 313.7%     | 327.8%     | 306.0%     | 313.7%             | 327.8%            | the percentage of loan th  |
| Consumer coverage ratio <sup>8</sup>                 | 520.1%     | 666.6%     | 643.7%     | 520.1%             | 666.6%            | bank has provisions give<br>internal models and FM   |
| Commercial coverage ratio <sup>9</sup>               | 277.9%     | 278.8%     | 257.2%     | 277.9%             | 278.8%            | regulations. Adjusted t<br>include \$ 16,000 million i   |
| Mortgage coverage ratio <sup>10</sup>                | 132.3%     | 80.6%      | 87.0%      | 132.3%             | 80.6%             | additional provisions sinc<br>4Q19, \$ 30,000 million i  |

4 4019, \$ 30,000 million in 4020, \$ 50,000 million in 4020, \$ 24,000 million in 2021, 15 18,000 million in 2021 and \$ 30,000 million in 3020, \$ 50,000 million in 4020, \$ 24,000 million in 2021 and \$ 16,000 million in 2021, \$ 24,000 million in 2021 and the Ch\$60,000 million in 2021, \$ 24,000 million in 2021 and \$ 26,000 million in 2021 and the Ch\$10,000 million in 2021, \$ 24,000 million in 2020, \$ 24,000 million in 2020, \$ 24,000 million in 2020, \$

1Q21, the Ch518,000 million in 2Q21, the 530,000 million in 3Q21 and Ch560,000 million in 4Q21. 10. LLA of mortgage loans/mortgage NPLs. Adjusted to include the additional provision of Ch510,000 million in June and Ch510,000 million in July 2020, and the Ch510,000 million in 4Q20.

### Distribution by economic sector

The Bank's portfolio is also highly diverse in terms of economic sector, with no particular industry representing a significant portion, therefore increasing the possibility of maintaining a stable loan book through time.



### B. Market risk

There are four significant market risks that may affect the Bank: liquidity, exchange rate, inflation, and interest rate. The measure and control of market risks are the responsibility of Market Risk Management, which is part of the Risk Division. The limits are approved by the various committees in charge, with responsibility falling primarily under the Market Committee and the Asset and Liabilities Committee (ALCO). The main market risks are also reviewed by the Comprehensive Risk Committee.

### Liquidity Risk

The Finance Division manages the liquidity risk using a liquid assets portfolio to ensure the Bank always keeps enough liquidity to cover short-term fluctuations and long-term financing while adhering to regulatory internal liquidity requirements. It is also the area in charge of managing the Bank's balance sheet, particularly in regards to liquidity and sensitivity analysis. This area has the following functions, which are supervised and controlled by the ALCO and the Risk Division:

- Optimization of the cost of liabilities, seeking the most efficient financing strategies, including the issuance of bonds and bank lines.
- To handle short-and long-term liquidity regulatory limits.
- Management of inflation risk.
- · To manage the risk of local and foreign currency rates.

The Financial Management Division receives information from all the business units on the liquidity profile of their financial assets and liabilities, as well as breakdowns of other projected cash flows stemming from future businesses. On the basis of that information, the Financial Management Division maintains a portfolio of liquid short-term assets, comprised mainly of liquid investments, loans and advances to other banks, to make sure the Bank has sufficient liquidity. The business units' liquidity needs are met through short-term transfers from the Financial Management Division to cover any short-term fluctuations and long-term financing to address all the structural liquidity requirements.

The Bank monitors its liquidity position every day, determining the future flows of its outlays and revenues. In addition, stress tests are performed at the close of each month, for which a variety of scenarios encompassing both normal market conditions and conditions of market fluctuation are used. The liquidity policy and procedures are subject to review and approval by the Bank's Board. Periodic reports are generated by the Market Risk Department, providing a breakdown of the liquidity position of the Bank and its subsidiaries, including any exceptions and the corrective measures adopted, which are regularly submitted to the ALCO for review.

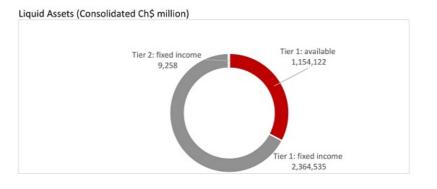
The Bank relies on demand deposits from Retail, Middle-Market and Corporates, obligations to banks, debt instruments, and time deposits as its main sources of funding. Although most obligations to banks, debt instruments and time deposits mature in over a year, customer (retail) and institutional deposits tend to have shorter maturities and a large proportion of them are payable within 90 days. The short-term nature of these deposits increases the Bank's liquidity risk, and hence, the Bank actively manages this risk by continual supervision of the market trends and price management.

### **High-Quality Liquid Assets**

High-Quality Liquid Assets (HQLA) are an essential component in liquidity risk management. They consist of balance sheet assets, mainly comprised of financial investments that are not consigned as collateral, have low credit risk, and have a deep secondary market. According to the Basel III standards, these assets are divided into

three levels, with Tier 1 assets being the most liquid and Tier 3 assets being the least liquid.

As of the March 31, 2022 the Bank's HQLA amounted to Ch\$ 3,527,915 million and corresponded primarily to Level 1 liquid assets, mainly composed of bonds from the Republic of Chile, the Central Bank of Chile, and the US Treasury.



In terms of liquidity, the main metrics that the Bank's Finance Division manages are:

1. Liquidity Coverage Ratio (LCR)

2. Net Stable Finance Ratio (NSFR)

#### LCR

Liquidity coverage ratio (LCR), which measures the percentage of Liquid Assets over Net Cash Outflows. As of April 2019, Chilean banks began reporting their local LCR figures with a minimum level of 60% in 2020, 80% in 2021 and 100% in 2022. This indicator is required by the Basel III standards and provides a sustainable maturity structure for assets and liabilities, allowing banks to maintain a stable funding profile in relation to their activities.

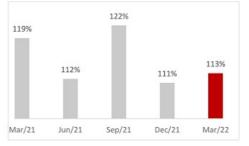
As of March 31, 2022, this indicator for Banco Santander Chile was 146.4%, above the minimum. This is a reflection of the conservative liquidity requirements set by the Board through the ALCO committee.

### **Evolution of the LCR**



### NSFR

This indicator is a local regulatory version of the NSFR required by Basel III, which provides a sustainable maturity structure for assets and liabilities, so that banks maintain a stable funding profile in relation to their activities. As of March 31, 2022, the NSFR was at 112.6%. The limit for this indicator in 2022 was set at 60%.



**Evolution of the NSFR** 

### Interest rate risk

For the financial management portfolio (bank book), the Bank has more liabilities than assets exposed to short-term rates, and from this, mismatches occur when there are rate adjustments. To manage this risk, Banco Santander performs a sensitivity analysis with respect to local and foreign currency. Through simulations, limits are set in relation to the maximum loss that rate movements may have on capital and net financial income budgeted for the year.

|  | 2022            |           | 2021            |           |
|--|-----------------|-----------|-----------------|-----------|
|  | Effect in net   | Effect on | Effect in net   | Effect on |
|  | interest income | capital   | interest income | capital   |
| Financial management portfolio – local currency<br>(in millions of Ch\$)     |                 |           |                 |           |
| Loss limit   | 33,550          | 95,710    | 32,865          | 84,864    |
| High   | 31,233          | 75,660    | 31,233          | 80,097    |
| Low  | 20,356          | 39,957    | 13,694          | 41,653    |
| Average  | 24,987          | 54,036    | 24,018          | 62,916    |
| Financial management portfolio – foreign<br>currency (in millions of U.S.\$) |                 |           |                 |           |
| Loss limit   | 35,289          | 39,994    | 36,619          | 34,991    |
| High   | 8,545           | 33,388    | 8,545           | 32,205    |
| Low  | 896             | 7,438     | 698             | 1,055     |
| Average  | 4,256           | 24,492    | 3,733           | 17,615    |
| Financial management portfolio – consolidated<br>(in millions of Ch\$)       |                 |           |                 |           |
| Loss limit   | 33,550          | 95,710    | 32,865          | 84,864    |
| High   | 25,831          | 74,314    | 25,709          | 78,259    |
| Low  | 20,065          | 56,857    | 12,854          | 56,857    |
| Average  | 23,488          | 67,722    | 21,041          | 69,577    |

The Bank also manages its short- and long-term exposure to interest rates according to the FMC and Central Bank regulations, both for the trading portfolio and for the banking book. At the end of March 2022, the trading portfolio had an available margin of 34.5%. The banking book had an available margin of 24.9% for short-term exposure and 39.7% for long-term exposure.

| March 2022                            | Amount<br>(Ch\$ million) | Available margin on regulatory<br>limit |
|---------------------------------------|--------------------------|---|
| Trading portfolio                     |                          |   |
| Exposure to interest rates            | 415,755                  |   |
| Exposure to currencies                | 5,692                    |   |
| Risk from foreign currency options    | 1,560                    |   |
| Total                                 | 423,007                  | 34.5%                                   |
| Non-trading portfolio                 |                          |   |
| Exposure to short term interest rates | 253,171                  |   |
| Exposure to inflation risk            | 208,834                  |   |
| Subtotal                              | 462,005                  | 24.9%                                   |
| Exposure to long term interest rates  | 1,283,324                | 39.7%                                   |

In the case of the trading portfolio, this risk is managed through Value at Risk (VaR) limits, where it remained within the established risk limits.

# VaR trading portfolio

|                          | 2022         | 2021 |
|--------------------------|--------------|------|
|                          | US\$ million |      |
| Fixed-income investments |              |      |
| High                     | 6.59         | 4.14 |
| Low                      | 2.68         | 1.95 |
| Average                  | 3.94         | 2.93 |

### Exchange rate risk

Due to the rules established by the Assets and Liabilities Committee (ALCO) and the Markets Committee, the Bank must not have a significant exposure to foreign currencies; therefore, all exchange rate risk is included in the trading portfolio and is measured and controlled with Value at Risk (VaR) limits.

|                              | 2022   | 2021   |
|------------------------------|--------|--------|
| Foreign currency investments | US\$ m | illion |
| High                         | 2.64   | 3.66   |
| Low                          | 0.24   | 0.14   |
| Average                      | 0.78   | 0.70   |

### **Consolidated VaR**

The following table shows the evolution of the Bank's consolidated VaR of the trading portfolio, which includes the exchange rate risk and the interest rate risk of the trading portfolio.

| VAR              | 2022<br>US\$<br>million | 2021<br>US\$<br>million |
|------------------|-------------------------|-------------------------|
| Consolidated VAR |                         |                         |
| High             | 7.52                    | 4.50                    |

| Low                          | 2.66 | 1.95 |
|------------------------------|------|------|
| Average                      | 4.09 | 3.10 |
| Fixed-income investments     |      |      |
| High                         | 6.59 | 4.14 |
| Low                          | 2.68 | 1.95 |
| Average                      | 3.94 | 2.93 |
| Variable-income investments  |      |      |
| High                         | 0.21 | 0.32 |
| Low                          | 0.03 | 0.14 |
| Average                      | 0.09 | 0.17 |
| Foreign currency investments |      |      |
| High                         | 2.64 | 3.66 |
| Low                          | 0.24 | 0.14 |
| Average                      | 0.78 | 0.70 |

### Inflation risk

The bank has assets and liabilities that are readjustable according to the variation of the Unidad de Fomento (UF). In general, the Bank has more assets than liabilities in UF and, therefore, moderate rises in inflation have a positive effect on income from readjustments, while a fall in the value of the UF negatively affects the margin of the Bank. To manage this risk, the ALCO establishes a set of limits on the difference between assets and liabilities denominated in UF.



### C. Operational risk

Overall, the COVID-19 pandemic has resulted in increased exposure to inherent operational risk, although the Bank has established greater oversight over controls in order to maintain pre-COVID-19 operational risk levels, in addition to reinforcing existing ones. In general, the indicator of operational risk events on operating income has remained stable and below the system average. As of March 31, 2022, operating loss increased 132% compared to the same period last year explained by an increase in labor related and processing losses. Close monitoring has been carried out on the following aspects:

- Business continuity plans to effectively to support our employees, customers and businesses.
- The COVID-19 pandemic and remote work arrangements have a direct impact on the field of cyber threats and their associated risks as more employees work from home. We also have strengthened control mechanisms to give greater support to the control environment (patching, navigation control, data protection and other controls, etc.).
- Increased technological support to ensure adequate customer service and the correct provision of services, especially in online banking and call centers.

The risk of transaction processing has increased due to the volume of new loans and multiple changes in existing portfolios resulting from public assistance programs and internal policies.

• There have been no relevant events related to the COVID19 situation.

|                               | Mar-22 | Mar-21 | Mar-22/ Mar-21 |  |  |  |  |  |
|-------------------------------|--------|--------|----------------|--|--|--|--|--|
| Fraud                         | 203    | 334    | (39.2%)        |  |  |  |  |  |
| Labor related                 | 1,341  | 117    | 1049.3%        |  |  |  |  |  |
| Client / product related      | 7      | 85     | (92.0%)        |  |  |  |  |  |
| Damage to fixed assets        | 15     | 40     | (61.4%)        |  |  |  |  |  |
| Business continuity / systems | 36     | 2      | 2196.1%        |  |  |  |  |  |
| Processing                    | 543    | 348    | 56.0%          |  |  |  |  |  |
| Total                         | 2,146  | 925    | 132.0%         |  |  |  |  |  |
|                               |        |        |                |  |  |  |  |  |

### Net losses from operational risks

# Section 8: Credit risk ratings

The Bank has the following credit risk ratings:

# International ratings

| Moody's                             | Rating   | Standard and Poor's              | Rating |
|-------------------------------------|----------|----------------------------------|--------|
| Bank Deposit                        | A1/P-1   | Long-term Foreign Issuer Credit  | A-     |
| Baseline Credit Assessment          | A3       | Long-term Local Issuer Credit    | A-     |
| Adjusted Baseline Credit Assessment | A3       | Short-term Foreign Issuer Credit | A-2    |
| Senior Unsecured                    | A1       | Short-term Local Issuer Credit   | A-2    |
| Commercial Paper                    | P-1      | Outlook                          | Stable |
| Outlook                             | Negative |                                  |        |

| JCR                             | Rating | HR Ratings | Rating |
|---------------------------------|--------|------------|--------|
| Foreign Currency Long-term Debt | A+     | HR         | AA-    |
| Outlook                         | Stable | Outlook    | Stable |

| KBRA                  | Rating |
|-----------------------|--------|
| Senior Unsecured Debt | A      |
| Outlook               | Stable |

# Local ratings

| Feller Rate | ICR                                 |
|-------------|-------------------------------------|
| Nivel 1     | 1CN1                                |
| N1+         | N1+                                 |
| AAA         | AAA                                 |
| AAA         | AAA                                 |
| AAA         | AAA                                 |
| AA+         | AA+                                 |
|             | Nivel 1<br>N1+<br>AAA<br>AAA<br>AAA |

# Annex 1: Balance sheet (Unaudited)

| Annex 1. balance sheet (Onauditeu)                                   |                      |                   |                   |                   |
|--|----------------------|-------------------|-------------------|-------------------|
|  | Mar-22               | Mar-22            | Dec-21            | Mar-22/<br>Dec-21 |
| Assets   | US\$ Ths1            | Ch\$ M            | lillion           | % Chg.            |
|  |                      |                   |                   |                   |
| Cash and deposits in banks   | 4,375,888            | 3,431,528         | 2,881,557         | 19.1%             |
| Cash items in process of collection                                  | 793,203              | 622,022           | 390,272           | 59.4%             |
| Financial assets for trading at fair value through earnings          | 11,319,862           | 8,876,923         | 9,567,818         | (7.2%)            |
| Financial derivative contracts                                       | 11,201,845           | 8,784,375         | 9,494,470         | -7.5%             |
| Financial debt instruments   | 118,018              | 92,548            | 73,348            | 26.2%             |
| Financial assets at fair value through other<br>comprehensive income | 5,129,590            | 4,022,574         | 5,900,278         | -31.8%            |
| Financial debt instruments   | 5,029,314            | 3,943,937         | 5,800,861         | -32.0%            |
| Other financial instruments  | 100,277              | 78,636            | 99,418            | -20.9%            |
| Financial derivative contracts for hedge accounting                  | 422,440              | 331,273           | 629,136           | -47.3%            |
| Financial assets at amortized cost                                   | 51,693,234           | 40,537,318        | 40,262,247        | 0.7%              |
| Investments under resale agreements                                  |                      |                   | -                 | %                 |
| Financial debt instruments   | 6,035,359            | 4,732,869         | 4,691,730         | 0.9%              |
| Interbank loans, net   | -                    | -                 | 428               | %                 |
| Loans and account receivables from customers-<br>Commercial          | 21,642,955           | 16,972,189        | 17,033,448        | -0.4%             |
| Loans and account receivables from customers-<br>Mortgage            | 17,924,012           | 14,055,831        | 13,802,214        | 1.8%              |
| Loans and account receivables from customers-<br>Consumer            | 6,090,908            | 4,776,429         | 4,734,428         | 0.9%              |
| Investments in associates and other companies                        | 49,684               | 38,962            | 37,695            | 3.4%              |
| Intangible assets  | 117,950              | 92,495            | 95,411            | (3.1%)            |
| Property, plant and equipment  | 229,752              | 180,169           | 190,291           | (5.3%)            |
| Assets with leasing rights   | 232,169              | 182,065           | 184,529           | (1.3%)            |
| Current taxes  | 171,222              | 134,271           | 124,348           | 8.0%              |
| Deferred taxes   | 405,200              | 317,754           | 748,574           | (57.6%)           |
| Other assets   | 3,413,560            | 2,676,879         | 2,929,997         | (8.6%)            |
| Non-current assets and groups for sale                               | 28,145               | 22,071            | 22,207            | (0.6%)            |
| TOTAL ASSETS   | 78,381,901           | 61,466,303        | 63,964,359        | (3.9%)            |
|  | Mar-22               | Mar-22            | Dec-21            | Mar-22/<br>Dec-21 |
| LIABILITIES<br>Cash items in process of being cleared                | US\$ Ths1<br>722,937 | Ch\$ M<br>566,920 | illion<br>379,935 | % Chg.<br>49.2%   |
|  |                      |                   |                   |                   |

| Financial liabilities for trading at fair value through<br>earnings   | 10,747,824     | 8,428,336    | 9,507,032     | (11.3%)  |
|---|----------------|--------------|---------------|----------|
| Financial derivative contracts  | 10,747,824     | 8,428,336    | 9,507,032     | (11.3%)  |
| Financial derivative contracts for hedge accounting   | 2,462,230      | 1,930,856    | 1,364,210     | 41.5%    |
| Financial liabilities at amortized cost   | 53,792,955     | 42,183,897   | 44,063,519    | (4.3%)   |
| Deposits and other demand liabilities   | 21,525,410     | 16,880,011   | 17,900,917    | (5.7%)   |
| Time deposits and other time liabilities  | 12,955,799     | 10,159,808   | 10,131,056    | 0.3%     |
| Obligations under repurchase agreements   | 197,576        | 154,937      | 86,635        | 78.8%    |
| Interbank borrowings  | 10,934,111     | 8,574,421    | 8,826,582     | (2.9%)   |
| Issued debt instruments   | 7,938,918      | 6,225,620    | 6,935,423     | (10.2%)  |
| Other financial liabilities   | 241,141        | 189,100      | 182,906       | 3.4%     |
| Obligations for leasing contracts   | 178,922        | 140,309      | 139,794       | 0.4%     |
| Financial instruments of issued regulatory capital  | 2,688,146      | 2,108,017    | 2,053,589     | 2.7%     |
| Provisions for contingencies  | 171,074        | 134,155      | 165,563       | (19.0%)  |
| Provisions for dividend, payment of interest and  |                |              |               | 1000000  |
| reappreciation of financial instruments of issued   | 398,472        | 312,478      | 238,770       | 30.9%    |
| regulatory capital  |                |              |               |          |
| Special provisions for credit risk  | 370,417        | 290,477      | 288,984       | 0.5%     |
| Current taxes   |                | -            | -             | %        |
| Deferred taxes  | 3.053          | 2,394        | 421,274       | (99.4%)  |
| Other liabilities   | 1,995,376      | 1,564,754    | 1,612,411     | (3.0%)   |
| TOTAL LIABILITIES   | 73,531,407     | 57,662,594   | 60,235,082    | (4.3%)   |
| EQUITY  |                |              |               |          |
| Capital   | 1,136,590      | 891,303      | 891,303       | 0.0%     |
| Reserves  | 3,266,796      | 2,561,789    | 2,557,815     | 0.2%     |
| Accumulated other comprehensive income  | (568,618)      | (445,904)    | (354,364)     | 25.8%    |
| Elements that will not be reclassified to earnings  | 697            | 547          | 576           | (5.0%)   |
| Elements that can be reclassified to earnings   | (569,315)      | (446,451)    | (354,940)     | 25.8%    |
| Retained earnings from prior years  | 988,228        | 774,959      | 0             | %        |
|   | 300.620        | 235,743      | 778,933       | (69.7%)  |
| Income from the period  | 300,020        | 200,740      | 110,555       | (05.770) |
| Provisions for dividend, payment of interest and<br>reappreciation of financial instruments of issued<br>regulatory capital | (398,472)      | (312,478)    | (238,770)     | 30.9%    |
| Total Shareholders' Equity  | 4,725,145      | 3,705,411    | 3,634,917     | 1.9%     |
| Non-controlling interest  | 125,350        | 98,298       | 94,360        | 4.2%     |
| EQUITY  | 4,850,495      | 3,803,709    | 3,729,277     | 2.0%     |
| TOTAL LIABILITIES AND EQUITY  | 78,381,901     | 61,466,303   | 63,964,359    | (3.9%)   |
| 1. The exchange rate used to calculat   |                |              |               |          |
| <ol> <li>The exchange rate used to calculat</li> </ol>  | te the figures | in uollars w | as crip /84.2 | / 0331   |

# Annex 2: Income Statement YTD (Unaudited)

|   | Mar-22    | Mar-22       | Mar-21    | Mar-22/Mar-2 |  |
|---|-----------|--------------|-----------|--------------|--|
|   | US\$ Th1  | Ch\$ Million |           | % Chg.       |  |
| Interest income   | 657,298   | 515,447      | 442,962   | 16.4%        |  |
| Interest expense  | (374,448) | (293,639)    | (77,126)  | 280.7%       |  |
| Net interest income   | 282,850   | 221,808      | 365,835   | (39.4%)      |  |
| Readjustment income   | 300,048   | 235,295      | 82,107    | 186.6%       |  |
| Readjustment expense  | (37,792)  | (29,636)     | (24,220)  | 22.4%        |  |
| Net readjustment income   | 262,256   | 205,658      | 57,887    | 255.3%       |  |
| Net income from interest and readjustment                                       | 545,076   | 427,466      | 423,722   | 0.9%         |  |
| Fee and commission income   | 219,500   | 172,129      | 133,053   | 29.4%        |  |
| Fee and commission expense  | (95,618)  | (74,983)     | (50,069)  | 49.8%        |  |
| Net fee and commission income   | 123,882   | 97,147       | 82,984    | 17.1%        |  |
| Finncial assets not for trading   | 22,578    | 17,706       | 25,484    | (30.5%)      |  |
| Result from derecognition of financial assets and liabilities at amortized cost |           |              |           |              |  |
| and of financial assets at fair value with changes in other comprehensive       | 17,970    | 14,092       | (772)     | (1925.4%)    |  |
| income  |           |              |           |              |  |
| Changes, readjustments and hedge accounting in foreign currency                 | 31,957    | 25,060       | 4,500     | 456.9%       |  |
| Net financial result  | 72,505    | 56,858       | 29,212    | 94.6%        |  |
| ncome from investments in associates and other companies                        | 1,734     | 1,360        | 303       | 348.4%       |  |
| Results from non-current assets and non-continued operations                    | (1,148)   | (900)        | 246       | (466.7%)     |  |
| Other operating income  | 282       | 221          | 403       | (45.1%)      |  |
| Total operating income  | 742,360   | 582,152      | 536,871   | 8.4%         |  |
| Personnel expenses  | (124,390) | (97,546)     | (97,001)  | 0.6%         |  |
| Administrative expenses   | (90,594)  | (71,043)     | (68,583)  | 3.6%         |  |
| Depreciation and amortization   | (40,314)  | (31,614)     | (27,729)  | 14.0%        |  |
| mpairment of non-financial assets   | -         | -            | -         | %            |  |
| Other operating expenses  | (25,104)  | (19,686)     | (22,119)  | (11.0%)      |  |
| Total operating expenses  | (280,403) | (219,889)    | (215,432) | 2.1%         |  |
| Operating results before credit losses  | 461,958   | 362,263      | 321,439   | 12.7%        |  |
| Expense for provisions establised for credit risk of loans at amortized cost    | (110,450) | (86,614)     | (80,234)  | 8.0%         |  |
| Expense for special provisions for credit risk                                  | (3,721)   | (2,918)      | (24,215)  | (88.0%)      |  |
| Recovery of written-off loans   | 23,081    | 18,100       | 16,936    | 6.9%         |  |
| Impairment for credit risk for other financial assets at amortized cost and     | (19)      | (15)         | (20)      | (49.6%)      |  |
| financial assets at fair value through other comprehensive income               | (19)      | (15)         | (30)      | (49.0%)      |  |
| Credit loss expenses  | (91,109)  | (71,447)     | (87,543)  | (18.4%)      |  |
| Net income from ordinary activities before tax                                  | 370,849   | 290,816      | 233,896   | 24.3%        |  |
| ncome tax   | (65,176)  | (51,110)     | (49,615)  | 3.0%         |  |
| Consolidated income for the period  | 305,673   | 239,706      | 184,281   | 30.1%        |  |
| income attributable to shareholders   | 300,620   | 235,743      | 182,024   | 29.5%        |  |
| Income attributable to non-controlling interest                                 | 5,053     | 3,963        | 2,257     | 75.5%        |  |

1. The exchange rate used to calculate the figures in dollars was Ch\$ 784.2 / US\$1

# Annex 3: Quarterly results (Unaudited)

|  | 1022      | 1Q22      | 4Q21       | 1Q21      | 1Q22/1Q21 | 1Q22/4Q2 |
|--|-----------|-----------|------------|-----------|-----------|----------|
|  | US\$ Th1  |           | \$ Million |           | %         | Chg.     |
| nterest income   | 657,298   | 515,447   | 485,079    | 442,962   | 16.4%     | 6.3%     |
| nterest expense  | (374,448) | (293,639) | (181,950)  | (77,126)  | 280.7%    | 61.4%    |
| Net interest income  | 282,850   | 221,808   | 303,129    | 365,835   | (39.4%)   | (26.8%)  |
| Readjustment income  | 300,048   | 235,295   | 265,049    | 82,107    | 186.6%    | (11.2%)  |
| Readjustment expense   | (37,792)  | (29,636)  | (64,657)   | (24,220)  | 22.4%     | (54.2%)  |
| let readjustment income  | 262,256   | 205,658   | 200,392    | 57,887    | 255.3%    | 2.6%     |
| Net income from interest and readjustment  | 545,106   | 427,466   | 503,521    | 423,722   | 0.9%      | (15.1%)  |
| ee and commission income   | 219,500   | 172,129   | 171,409    | 133,053   | 29.4%     | 0.4%     |
| ee and commission expense  | (95,618)  | (74,983)  | (73,759)   | (50,069)  | 49.8%     | 1.7%     |
| let fee and commission income  | 123,882   | 97,147    | 97,650     | 82,984    | 17.1%     | (0.5%)   |
| inncial assets not for trading   | 22,578    | 17,706    | (8,130)    | 25,484    | (30.5%)   | (317.8%) |
| Result from derecognition of financial assets and liabilities at<br>mortized cost and of financial assets at fair value with changes<br>n other comprehensive income | 17,970    | 14,092    | 4,614      | (772)     | (1925.4%) | 205.4%   |
| Changes, readjustments and hedge accounting in foreign<br>surrency   | 31,957    | 25,060    | 25,129     | 4,500     | 456.9%    | (0.3%)   |
| let financial result   | 72,505    | 56,858    | 21,614     | 29,212    | 94.6%     | 163.1%   |
| ncome from investments in associates and other companies   | 1,734     | 1,360     | (1,916)    | 303       | 348.4%    | (171.0%) |
| tesults from non-current assets and non-continued operations   | (1,148)   | (900)     | 742        | 246       | (466.7%)  | (221.4%) |
| Other operating income   | 282       | 221       | 398        | 403       | (45.1%)   | (44.4%)  |
| Total operating income   | 742,360   | 582,152   | 622,008    | 536,871   | 8.4%      | (6.4%)   |
| Personnel expenses   | (124,390) | (97,546)  | (98,753)   | (97,001)  | 0.6%      | (1.2%)   |
| Administrative expenses  | (90,594)  | (71,043)  | (77,256)   | (68,583)  | 3.6%      | (8.0%)   |
| Depreciation and amortization  | (40,314)  | (31,614)  | (31,589)   | (27,729)  | 14.0%     | 0.1%     |
| mpairment of non-financial assets  | -         | -         | -          | -         | %         | %        |
| Other operating expenses   | (25,104)  | (19,686)  | (15,804)   | (22,119)  | (11.0%)   | 24.6%    |
| Total operating expenses   | (280,403) | (219,889) | (223,402)  | (215,432) | 2.1%      | (1.6%)   |
| Operating results before credit losses   | 461,958   | 362,263   | 398,606    | 321,439   | 12.7%     | (9.1%)   |
| expense for provisions establised for credit risk of loans at<br>mortized cost   | (110,450) | (86,614)  | (84,812)   | (80,234)  | 8.0%      | 2.1%     |
| xpense for special provisions for credit risk  | (3,721)   | (2,918)   | (58,576)   | (24,215)  | (88.0%)   | (95.0%)  |
| Recovery of written-off loans  | 23,081    | 18,100    | 21,312     | 16,936    | 6.9%      | (15.1%)  |
| mpairment for credit risk for other financial assets at amortized<br>ost and financial assets at fair value through other<br>omprehensive income                     | (19)      | (15)      | 1,331      | (30)      | (49.6%)   | (101.1%) |
| Credit loss expenses   | (91,109)  | (71,447)  | (120,745)  | (87,543)  | (18.4%)   | (40.8%)  |
| Net income from ordinary activities before tax   | 370,849   | 290,816   | 277,862    | 233,896   | 24.3%     | 4.7%     |
| ncome tax  | (65,176)  | (51,110)  | (42,532)   | (49,615)  | 3.0%      | 20.2%    |
| Consolidated income for the period   | 305,673   | 239,706   | 235,330    | 184,281   | 30.1%     | 1.9%     |
| ncome attributable to shareholders   | 300,620   | 235,743   | 232,367    | 182,024   | 29.5%     | 1.5%     |
|  |           |           |            |           |           |          |

1. The exchange rate used to calculate the figures in dollars was Ch\$ 784.2 / US\$1

# Annex 4: Quarterly evolution of main ratios and other information

| Ch\$ Million                                   | 1Q21       | 2Q21       | 3Q21       | 4Q21       | 1Q22       |
|--|------------|------------|------------|------------|------------|
| Loans  |            |            |            |            |            |
| Consumer loans                                 | 4,800,530  | 4,743,267  | 4,856,975  | 4,999,248  | 5,023,362  |
| Residential mortgage loans                     | 12,676,074 | 12,971,106 | 13,354,321 | 13,876,175 | 14,158,430 |
| Commercial loans                               | 17,026,555 | 16,957,074 | 17,539,430 | 17,752,845 | 17,589,259 |
| Interbank loans                                | 5,033      | 7,643      | 6,102      | 6,100      |            |
| Total loans (including interbank)              | 34,508,192 | 34,679,090 | 35,756,829 | 36,634,368 | 36,771,052 |
| Allowance for loan losses                      | (987,652)  | (958,516)  | (938,608)  | (958,761)  | (966,603)  |
| Total loans, net of allowances                 | 33,520,540 | 33,720,574 | 34,818,221 | 35,675,607 | 36,849,688 |
| Deposits                                       |            |            |            |            |            |
| Demand deposits                                | 15,706,883 | 17,722,252 | 17,367,117 | 17,900,917 | 16,880,011 |
| Time deposits                                  | 10,603,859 | 11,755,807 | 12,489,856 | 10,131,056 | 10,159,808 |
| Total deposits                                 | 26,310,742 | 29,478,060 | 29,856,973 | 28,031,973 | 27,039,819 |
| Mutual funds (Off balance sheet)               | 8,149,368  | 8,300,614  | 8,853,114  | 7,891,967  | 7,770,152  |
| Total customer funds                           | 34,460,110 | 37,778,674 | 38,710,087 | 35,923,940 | 34,809,971 |
| Loans / Deposits <sup>1</sup>                  | 96.9%      | 87.2%      | 89.7%      | 97.3%      | 101.9%     |
| Average balances                               |            |            |            |            |            |
| Avg. interest earning assets                   | 41,510,416 | 41,718,056 | 43,656,767 | 45,605,792 | 46,154,793 |
| Avg. Loans                                     | 34,118,611 | 34,547,870 | 35,275,940 | 36,193,340 | 36,642,558 |
| Avg. assets                                    | 54,945,092 | 56,844,125 | 60,483,596 | 64,091,888 | 61,691,305 |
| Avg. demand deposits                           | 14,838,421 | 16,789,441 | 17,632,050 | 17,708,223 | 17,222,801 |
| Avg equity                                     | 3,577,598  | 3,445,010  | 3,357,088  | 3,480,832  | 3,676,692  |
| Avg. free funds (demand plus equity)           | 18,416,019 | 20,234,451 | 20,989,138 | 21,189,055 | 20,899,493 |
| Capitalization                                 |            |            |            |            |            |
| Risk weighted assets                           | 33,462,867 | 33,909,159 | 34,985,597 | 37,936,332 | 36,483,249 |
| Tier I (Shareholders' equity)                  | 4,153,330  | 3,926,908  | 3,897,210  | 4,466,412  | 4,712,539  |
| Tier II  | 1,014,922  | 1,046,217  | 1,055,390  | 1,310,419  | 1,426,781  |
| Regulatory capital                             | 5,168,252  | 4,973,126  | 4,952,600  | 5,776,831  | 6,139,321  |
| Core Capital ratio                             | 10.9%      | 10.1%      | 9.6%       | 9.2%       | 10.4%      |
| Tier I ratio                                   | 12.4%      | 11.6%      | 11.1%      | 11.8%      | 12.9%      |
| Tier II ratio                                  | 3.0%       | 3.1%       | 3.0%       | 3.5%       | 3.9%       |
| BIS ratio                                      | 15.4%      | 14.7%      | 14.2%      | 15.2%      | 16.8%      |
| Profitability & Efficiency                     |            |            |            |            |            |
| Net interest margin (NIM) <sup>2</sup>         | 4.1%       | 4.2%       | 4.0%       | 4.4%       | 3.7%       |
| Efficiency ratio <sup>3</sup>                  | 40.1%      | 39.9%      | 43.2%      | 35.9%      | 37.8%      |
| Costs / assets <sup>4</sup>                    | 1.4%       | 1.4%       | 1.3%       | 1.3%       | 1.3%       |
| Avg. Demand deposits / interest earning assets | 35.7%      | 40.2%      | 40.4%      | 38.8%      | 37.3%      |
| Return on avg. Equity                          | 20.4%      | 21.8%      | 21.0%      | 26.7%      | 25.6%      |
| Return on avg. Assets                          | 1.3%       | 1.3%       | 1.2%       | 1.5%       | 1.5%       |
| Return on RWA                                  | 1.4%       | 2.2%       | 2.1%       | 2.2%       | 2.2%       |

| Ch\$ Million   | 1Q21      | 2Q21      | 3Q21      | 4Q21      | 1Q22      |
|--|-----------|-----------|-----------|-----------|-----------|
| Asset quality  |           |           |           |           |           |
| Impaired loans <sup>5</sup>                              | 1,764,102 | 1,691,481 | 1,663,906 | 1,652,788 | 1,646,745 |
| Non-performing loans (NPLs) <sup>6</sup>                 | 435,158   | 446,625   | 438,248   | 449,835   | 439,530   |
| Past due loans <sup>7</sup>                              | 297,984   | 284,999   | 273,156   | 248,902   | 262,225   |
| Loan loss reserves                                       | (987,652) | (958,516) | (938,608) | (958,761) | (966,603) |
| Impaired loans / total loans                             | 5.1%      | 4.9%      | 4.7%      | 4.5%      | 4.5%      |
| NPLs / total loans                                       | 1.3%      | 1.3%      | 1.2%      | 1.2%      | 1.2%      |
| PDL / total loans  | 0.9%      | 0.8%      | 0.8%      | 0.7%      | 0.7%      |
| Coverage of NPLs (Loan loss allowance / NPLs)            | 227.0%    | 214.6%    | 214.2%    | 213.1%    | 219.9%    |
| Coverage of PDLs (Loan loss allowance / PDLs)            | 331.4%    | 336.3%    | 343.6%    | 385.2%    | 368.6%    |
| Risk index (Loan loss allowances / Loans) <sup>8</sup>   | 2.9%      | 2.8%      | 2.6%      | 2.6%      | 2.6%      |
| Cost of credit (prov expense annualized / avg.<br>loans) | 1.0%      | 1.0%      | 1.0%      | 1.3%      | 0.8%      |
| Clients and service channels (#)                         |           |           |           |           |           |
| Total clients  | 3,762,790 | 3,893,309 | 4,015,157 | 4,116,301 | 4,183,188 |
| Digital clients  | 1,723,240 | 1,867,167 | 1,933,581 | 2,016,947 | 1,996,386 |
| Current account holders (including Superdigital)         | 1,673,345 | 1,848,457 | 2,004,722 | 2,184,012 | 2,282,296 |
| Branches   | 346       | 344       | 339       | 326       | 324       |
| ATMs (includes depositary ATMs)                          | 1,222     | 1,257     | 1,259     | 1,338     | 1,433     |
| Employees  | 10,391    | 10,240    | 10,018    | 9,988     | 9,854     |
| Market information (period-end)                          |           |           |           |           |           |
| Net income per share (Ch\$)                              | 0.97      | 1.00      | 0.94      | 1.23      | 1.25      |
| Net income per ADR (US\$)                                | 0.54      | 0.55      | 0.46      | 0.58      | 0.64      |
| Stock price  | 45.00     | 36.31     | 40.63     | 34.25     | 44.31     |
| ADR price  | 24.83     | 19.87     | 19.77     | 16.29     | 22.59     |
| Market capitalization (US\$mn)                           | 11,650.68 | 9,361.00  | 9,224.00  | 7,674.00  | 10,661.00 |
| Shares outstanding                                       | 188,446   | 188,446   | 188,446   | 188,446   | 188,446   |
| ADRs (1 ADR = 400 shares)                                | 471       | 471       | 471       | 471       | 471       |
| Other Data   |           |           |           |           |           |
| Quarterly UF inflation rate9                             | 1.1%      | 1.1%      | 1.3%      | 3.0%      | 2.4%      |
| Central Bank monetary policy reference rate<br>(nominal) | 0.5%      | 0.5%      | 1.5%      | 4.0%      | 7.0%      |
| Observed Exchange rate (Ch\$/US\$) (period-end)          | 718.84    | 732.08    | 811.46    | 854.48    | 784.19    |

 1. Ratio = (Net Loans - portion of mortgages funded with long-term bonds) / (Time deposits + Demand deposits)

 2. NIM = Net interest income annualized divided by interest earning assets

 3. Efficiency ratio =Operating expenses / Operating income

 4. Casts / assets = (Personnel expenses + Adm. Expenses + depreciation) / Total assets

 5. Impaired downs include: (A) for loans individed by interest earning assets and deposits)

 6. Casts / assets = (Personnel expenses + Adm. Expenses + depreciation) / Total assets

 5. Impaired downs include: (A) for loans individually evaluated for impairment. (i) the carrying amount of all loans to clients that are rated C1 through C6 and (ii) the carrying amount of days; and (i) for loans individually evaluated for impairment. (i) the carrying amount of trail loans to a lindividual client with a loan that is non-performing regardless of category, excluding residential mortgage loans, and (iii) for loans individually evaluated for impairment. (i) the carrying amount of trail loans to a client, when a loan to that client is non-performing or renegotiated is a residential mortgage loan, all loans to that client.

 6. Capital + future interest of all loans with one installment 90 days or more overdue.

 7. Total installments push limes of credit more than 90 days overdue.

 8. Based on internal credit models and CMF guidelines. Banks must have a 100% coverage of risk index.

 9. Calculated using the variation of the Unidad de Fomento (UF) in the period.

# Annex 5: 2021 proforma financial information

# Proforma balance sheet (unaudited)

|   | Mar-21     | Jun-21      | Sep-21         | Dec-21       |
|---|------------|-------------|----------------|--------------|
| ASSETS  |            |             |                |              |
| Cash and deposits in banks                                  | 3,432,117  | 7,512,113   | 5,526,222      | 2,881,557    |
| Cash items in process of collection                         | 347,355    | 1,040,417   | 458,329        | 390,272      |
| Financial assets for trading at fair value                  | 1210212100 | 10000000000 | 10000000000000 | 010101010101 |
| through earnings  | 6,694,638  | 6,207,458   | 9,311,218      | 9,567,818    |
| Financial derivative contracts                              | 6,583,391  | 6,163,643   | 9,260,003      | 9,494,470    |
| Financial debt instruments                                  | 111,248    | 43,815      | 51,216         | 73,348       |
| Financial assets at fair value through other                |            |             |                |              |
| comprehensive income  | 7,438,334  | 7,120,603   | 6,482,440      | 5,900,278    |
| Financial debt instruments                                  | 7,368,969  | 7,069,369   | 6,367,966      | 5,800,861    |
| Other financial instruments                                 | 69,365     | 51,234      | 114,474        | 99,418       |
| Financial derivative contracts for hedge                    |            |             |                |              |
| accounting  | 136,748    | 141,227     | 413,436        | 629,136      |
| Financial assets at amortized cost                          | 33,451,174 | 33,669,341  | 37,594,310     | 40,262,247   |
| Investments under resale agreements                         | 1.5        | 100         | 100            | -            |
| Financial debt instruments                                  |            |             | 2,895,840      | 4,691,730    |
| Interbank loans, net  | 5,023      | 7,637       | 823            | 428          |
| Loans and account receivables from                          |            |             |                |              |
| customers- Commercial<br>Loans and account receivables from | 16,292,291 | 16,284,187  | 16,815,872     | 17,033,448   |
| customers- Mortgage   | 12,609,098 | 12,899,331  | 13,283,661     | 13,802,214   |
| Loans and account receivables from                          |            |             |                |              |
| customers- Consumer   | 4,544,763  | 4,478,185   | 4,598,113      | 4,734,428    |
| Investments in associates and other                         |            |             |                |              |
| companies   | 13,293     | 12,434      | 12,491         | 37,695       |
| Intangible assets   | 82,239     | 84,434      | 85,548         | 95,411       |
| Property, plant and equipment                               | 184,566    | 184,657     | 180,812        | 190,291      |
| Assets with leasing rights                                  | 193,849    | 189,026     | 183,734        | 184,529      |
| Current taxes   | 27,744     |             | 124,375        | 124,348      |
| Deferred taxes  | 572,602    | 627,418     | 738,467        | 748,574      |
| Other assets  | 1,856,656  | 1,899,188   | 2,726,137      | 2,929,997    |
| Non-current assets and groups for sale                      | 45,720     | 43,049      | 49,983         | 22,207       |
| TOTAL ASSETS  | 54,477,035 | 58,731,365  | 63,887,502     | 63,964,359   |
|   | Mar-21     | Jun-21      | Sep-21         | Dec-21       |
| LIABILITIES   |            |             |                |              |
| Cash items in process of being cleared                      | 281,302    | 952,459     | 362,128        | 379,935      |

| Financial liabilities for trading at fair value  |            |            |            |            |
|--|------------|------------|------------|------------|
| through earnings   | 6,528,235  | 6,061,226  | 9,328,217  | 9,507,032  |
| Financial derivative contracts   | 6,528,235  | 6,061,226  | 9,328,217  | 9,507,032  |
| Financial derivative contracts for hedge   |            |            |            |            |
| accounting   | 486,962    | 660,265    | 1,068,669  | 1,364,210  |
| Financial liabilities at amortized cost  | 40,046,732 | 44,400,585 | 45,868,299 | 44,063,519 |
| Deposits and other demand liabilities  | 15,706,883 | 17,722,252 | 17,367,117 | 17,900,917 |
| Time deposits and other time liabilities   | 10,603,859 | 11,755,807 | 12,489,856 | 10,131,056 |
| Obligations under repurchase agreements  | 79,026     | 58,861     | 49,644     | 86,635     |
| Interbank borrowings   | 6,841,978  | 8,013,918  | 9,139,050  | 8,826,582  |
| Issued debt instruments  | 6,639,815  | 6,635,313  | 6,621,288  | 6,935,423  |
| Other financial liabilities  | 175,170    | 214,434    | 201,345    | 182,906    |
| Obligations for leasing contracts  | 146,742    | 144,753    | 140,011    | 139,794    |
| Financial instruments of issued regulatory   |            |            |            |            |
| capital  | 1,365,957  | 1,387,052  | 1,412,584  | 2,053,589  |
| Provisions for contingencies   | 109,310    | 124,915    | 157,926    | 165,563    |
| Provisions for dividend, payment of interest   |            |            |            |            |
| and reappreciation of financial instruments of   |            |            |            |            |
| issued regulatory capital  | 209,837    | 111,051    | 164,029    | 238,770    |
| Special provisions for credit risk   | 174,893    | 195,492    | 229,492    | 288,984    |
| Current taxes  | -          | -77,990    | -          | -          |
| Deferred taxes   | 164,374    | 214,894    | 361,913    | 421,274    |
| Other liabilities  | 1,301,439  | 1,126,871  | 1,266,588  | 1,612,411  |
| TOTAL LIABILITIES  | 50,815,784 | 55,301,573 | 60,359,858 | 60,235,082 |
| EQUITY   |            |            |            |            |
| Capital  | 891,303    | 891,303    | 891,303    | 891,303    |
| Reserves   | 2,350,836  | 2,557,806  | 2,557,806  | 2,557,815  |
| Accumulated other comprehensive income   | -157,356   | -366,580   | -395,415   | -354,364   |
| Elements that will not be reclassified to earnings   | 759        | 642        | -          | 576        |
| Elements that can be reclassified to earnings  | -158,115   | -367,222   | -395,415   | -354,940   |
| Retained earnings from prior years   | 517,447    | 0          | 0          | 0          |
| Income from the period   | 182,024    | 370,068    | 546,566    | 778,933    |
| Provisions for dividend, payment of interest<br>and reappreciation of financial instruments of |            |            |            |            |
| issued regulatory capital  | -209,837   | -111,051   | -164,029   | -238,770   |
| Total Shareholders' Equity   | 3,574,416  | 3,341,546  | 3,436,230  | 3,634,917  |
| Non-controlling interest   | 86,835     | 88,246     | 91,415     | 94,360     |
| EQUITY   | 3,661,251  | 3,429,792  | 3,527,645  | 3,729,277  |
| TOTAL LIABILITIES AND EQUITY   | 54,477,035 | 58,731,365 | 63,887,502 | 63,964,359 |

# Proforma income statement (unaudited)

|  |           | YTD       |           |           |           |
|--|-----------|-----------|-----------|-----------|-----------|
|  | 1Q21      | 2Q21      | 3Q21      | 4Q21      | 12M21     |
|  |           | -         |           |           |           |
| Net income from interest and readjustments   | 423,722   | 435,775   | 434,971   | 503,521   | 1,797,989 |
| Fee and commission income  | 133,053   | 133,982   | 158,522   | 171,409   | 596,966   |
| Fee and commission expense   | (50,069)  | (55,095)  | (66,400)  | (73,759)  | (245,323) |
| Net fee and commission income  | 82,984    | 78,887    | 92,122    | 97,650    | 351,643   |
| Finncial assets not for trading  | 25,484    | (18,455)  | (27,501)  | (8,130)   | (28,601)  |
| Result from derecognition of financial assets and<br>liabilities at amortized cost and of financial assets at fair<br>value with changes in other comprehensive income | (772)     | 3,003     | 15,354    | 4,614     | 22,199    |
| Changes, readjustments and hedge accounting in foreign   | (112)     | 5,005     | 20,004    | 4,024     | 22,100    |
| currency   | 4,500     | 55,529    | 37,114    | 25,129    | 122,272   |
| Net financial result   | 29,212    | 40,077    | 24,967    | 21,614    | 115,871   |
| Income from investments in associates and other<br>companies   | 303       | 622       | 515       | (1,916)   | (476)     |
| Results from non-current assets and non-continued<br>operations  | 246       | 596       | (43)      | 742       | 1,539     |
| Other operating income   | 403       | 54        | (35)      | 398       | 820       |
| Total operating income   | 536,871   | 556,010   | 552,496   | 622,008   | 2,267,386 |
| Personnel expenses   | (97,001)  | (103,639) | (98,522)  | (98,753)  | (397,915) |
| Administrative expenses  | (68,583)  | (65,601)  | (67,465)  | (77,256)  | (278,905) |
| Depreciation and amortization  | (27,729)  | (30,595)  | (32,141)  | (31,589)  | (122,054) |
| Impairment of non-financial assets   | -         | -         | -         | -         | -         |
| Other operating expenses   | (22,119)  | (22,113)  | (40,483)  | (15,804)  | (100,519) |
| Total operating expenses   | (215,432) | (221,948) | (238,611) | (223,402) | (899,393) |
| Operating results before credit losses   | 321,439   | 334,062   | 313,885   | 398,606   | 1,367,992 |
| Expense for provisions establised for credit risk of loans<br>at amortized cost  | (80,234)  | (88,768)  | (69,420)  | (84,812)  | (323,234) |
| Expense for special provisions for credit risk   | (24,215)  | (20,598)  | (34,000)  | (58,576)  | (137,389) |
| Recovery of written-off loans<br>Impairment for credit risk for other financial assets at<br>amortized cost and financial assets at fair value through                 | 16,936    | 18,737    | 20,013    | 21,312    | 76,999    |
| other comprehensive income   | (30)      | 105       | (732)     | 1,331     | 674       |
| Credit loss expenses   | (87,543)  | (90,524)  | (84,138)  | (120,745) | (382,950) |
| Net income from ordinary activities before tax   | 233,896   | 243,538   | 229,747   | 277,862   | 985,042   |
| Income tax   | (49,615)  | (53,969)  | (50,033)  | (42,532)  | (196,149) |
| Consolidated income for the period   | 184,281   | 189,569   | 179,714   | 235,330   | 788,893   |
| Income attributable to shareholders  | 182,024   | 188,045   | 176,497   | 232,367   | 778,933   |
| Income attributable to non-controlling interest  | 2,257     | 1,524     | 3,216     | 2,963     | 9,961     |
|  |           |           |           |           |           |