



# **Company Presentation Q1-2024 Results**

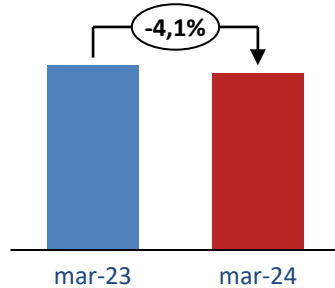
**March 2024**

## AGENDA

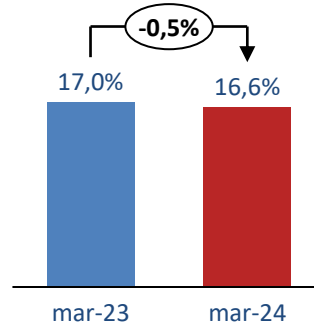
1. Key Indicators
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# Key Indicators

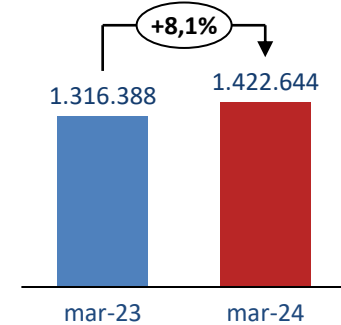
Habitat Contributors [Q]



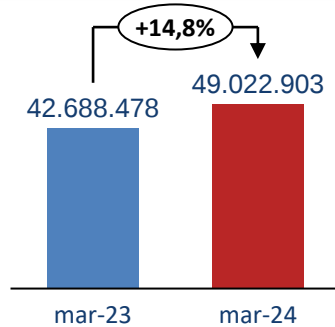
Habitat Contributors Market share [%]



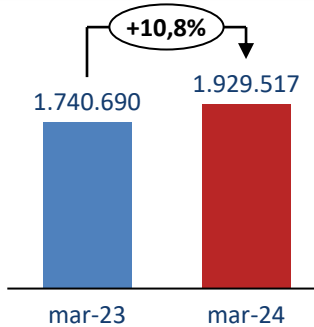
Average Base Salary [clp]



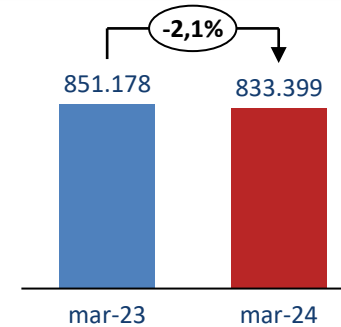
Total AUM [MM clp]



APV AUM [MM clp]



CAV AUM [MM clp]



## AGENDA

1. Key Indicators
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# Income Statements

| INCOME STATEMENT [M\$ clp]                    | Current Exercise<br>Mar 2024 | Last Exercise<br>Mar 2023 | Dif %<br>Mar 24 / Mar 23 |
|-----------------------------------------------|------------------------------|---------------------------|--------------------------|
| Ordinary Revenues                             | 62.651.498                   | 60.440.182                | 3,7%                     |
| Employee related Expenses (less)              | -12.770.621                  | -11.688.694               | 9,3%                     |
| Other operating expenses (less)               | -9.127.031                   | -8.344.861                | 9,4%                     |
| Depreciation and Amortization (less)          | -2.579.172                   | -1.885.025                | 36,8%                    |
| <b>Operational Result of the Business</b>     | <b>38.174.674</b>            | <b>38.521.602</b>         | <b>-0,9%</b>             |
| Profitability of the Obligatory Reserve       | 25.394.068                   | -2.772.282                | n.a.                     |
| Financial Costs (less)                        | -2.212.959                   | -2.976.553                | -25,7%                   |
| Gains/Losses from Investments                 | 991.623                      | 1.777.646                 | -44,2%                   |
| Profit (Loss) Sharing in Associated Companies | 987.373                      | 955.909                   | 3,3%                     |
| Exchanges Differences                         | 11.919                       | -79.646                   | n.a.                     |
| Results on Indexed Unit Adjustments           | -69.794                      | -82.632                   | -15,5%                   |
| Other Non-Operating Revenues                  | 9.484                        | 25.531                    | -62,9%                   |
| Other Non-Operating Expenses (less)           | -28.750                      | -182.343                  | -84,2%                   |
| <b>Profit (Loss) before Tax</b>               | <b>63.257.638</b>            | <b>35.187.232</b>         | <b>79,8%</b>             |
| Income Tax Expenses                           | -16.661.004                  | -8.969.018                | 85,8%                    |
| <b>Net Profit (Loss)</b>                      | <b>46.596.634</b>            | <b>26.218.214</b>         | <b>77,7%</b>             |

# Revenues Breakdown

| Ordinary Incomes [\$MM clp]                | Current Exercise<br>Mar 2024 | Last Exercise<br>Mar 2023 | VAR<br>Mar 24/ Mar 23 | VAR %<br>Mar 24/ Mar 23 |
|--------------------------------------------|------------------------------|---------------------------|-----------------------|-------------------------|
| <b>Total Fees Revenues</b>                 | <b>62.557</b>                | <b>60.023</b>             | <b>2.535</b>          | <b>4,2%</b>             |
| Fees form Mandatory Contributions[8]       | 58.108                       | 55.575                    | 2.533                 | 4,6%                    |
| Fees for APV                               | 145                          | 116                       | 29                    | 24,9%                   |
| Fees for CAV                               | 1.421                        | 1.320                     | 101                   | 7,6%                    |
| Fees for Pensions [9]                      | 2.814                        | 2.899                     | -85                   | -2,9%                   |
| Fees for Voluntary Affiliates              | 5                            | 10                        | -5                    | -47,2%                  |
| Other Fees [10]                            | 65                           | 103                       | -38                   | -37,1%                  |
| <b>Other Ordinary Revenues</b>             | <b>94</b>                    | <b>417</b>                | <b>-323</b>           | <b>-77,5%</b>           |
| Revenues form collecting charges and costs | 91                           | 414                       | -323                  | -78,0%                  |
| Services Rendered                          | 3                            | 3                         | 0                     | 4,1%                    |
| <b>Total Ordinary Incomes</b>              | <b>62.651</b>                | <b>60.440</b>             | <b>2.211</b>          | <b>3,7%</b>             |

[8] It includes fees revenues, revenues for services provided and revenues from collection surcharges and interests.

[9] Pensions= programmed withdrawals plus temporary payment.

[10] Includes commission for the administration of the collective pension savings commission, accreditation for compensation contributions, clarification and transfers of arrears of transferred accounts and other commissions.

# Operating Expenses Breakdown

| Employee Expenses [\$MM clp]                                  | Current Exercise<br>Mar 2024 | Last Exercise<br>Mar 2023 | VAR<br>Mar 24 / Mar 23 | VAR %<br>Mar 24 / Mar 23 |
|---------------------------------------------------------------|------------------------------|---------------------------|------------------------|--------------------------|
| Administrative Staff Wages and Salaries                       | -6.078                       | -6.174                    | -95                    | -1,5%                    |
| Sales Staff Wages and Salaries                                | -3.569                       | -2.917                    | 652                    | 22,4%                    |
| Short – term Employee Benefits                                | -1.695                       | -1.290                    | 404                    | 31,3%                    |
| Expenses related to obligations for post retirement benefits. | -30                          | -22                       | 8                      | 36,4%                    |
| Compensation for termination of the labor relationship.       | -700                         | -645                      | 55                     | 8,5%                     |
| Other Employee Expenses                                       | -700                         | -642                      | 58                     | 9,1%                     |
| <b>Employee Expenses (less)</b>                               | <b>-12.771</b>               | <b>-11.689</b>            | <b>1.082</b>           | <b>9,3%</b>              |

| Other Operating Expenses [\$MM clp]          | Current Exercise<br>Mar 2024 | Last Exercise<br>Mar 2023 | VAR<br>Mar 24 / Mar 23 | VAR %<br>Mar 24 / Mar 23 |
|----------------------------------------------|------------------------------|---------------------------|------------------------|--------------------------|
| Commercialization Expenses                   | -873                         | -567                      | 306                    | 54,0%                    |
| Computer Expenses                            | -1.113                       | -1.207                    | -95                    | -7,9%                    |
| Administration Expenses                      | -6.904                       | -6.420                    | 484                    | 7,5%                     |
| Other Operating Expenses                     | -237                         | -151                      | 87                     | 57,6%                    |
| <b>Total Other Operating Expenses (less)</b> | <b>-9.127</b>                | <b>-8.345</b>             | <b>782</b>             | <b>9,4%</b>              |

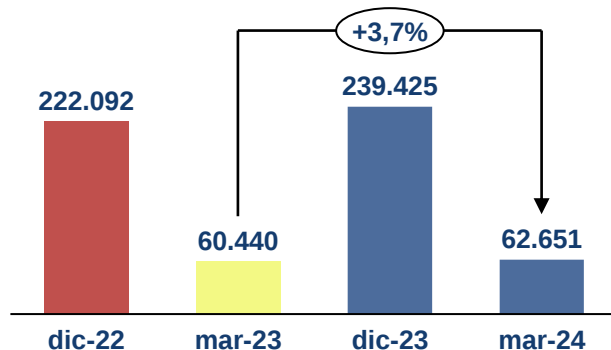
# Balance

| ASSETS [M\$ clp]                                                      | Current Exercise Mar 2024 | Last Exercise Mar 2023 | Dif % Mar 24 / Mar 23 |
|-----------------------------------------------------------------------|---------------------------|------------------------|-----------------------|
| Cash and Equivalents                                                  | 72.612.372                | 81.425.364             | -10,8%                |
| Financial assets at fair value through profit or loss                 | 29.278.392                | 0                      | n.a.                  |
| Commercial Debtors and Accounts Receivables, Net                      | 13.300.450                | 11.102.107             | 19,8%                 |
| Accounts Receivable From Related Parties                              | 1.529.267                 | 1.317.426              | 16,1%                 |
| Advanced Payments                                                     | 1.340.276                 | 701.993                | 90,9%                 |
| <b>Total Current Assets</b>                                           | <b>118.060.757</b>        | <b>94.546.890</b>      | <b>24,9%</b>          |
| Obligatory Reserve                                                    | 482.825.540               | 420.531.015            | 14,8%                 |
| Investment in Associated Companies Accounted for by the Equity Method | 4.833.181                 | 4.565.002              | 5,9%                  |
| Intangible Assets, Net                                                | 13.373.705                | 9.953.297              | 34,4%                 |
| Properties, Plant and Equipment, Net                                  | 12.490.876                | 10.864.025             | 15,0%                 |
| <b>Total Non Current Assets</b>                                       | <b>513.523.302</b>        | <b>445.913.339</b>     | <b>15,2%</b>          |
| <b>Total Assets</b>                                                   | <b>631.584.059</b>        | <b>540.460.229</b>     | <b>16,9%</b>          |

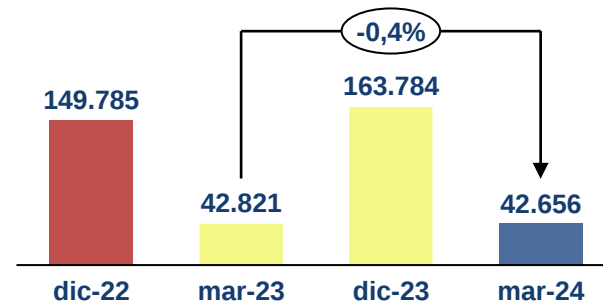
| LIABILITIES AND EQUITY [M\$ clp]                     | Current Exercise Mar 2024 | Last Exercise Mar 2023 | Dif % Mar 24 / Mar 23 |
|------------------------------------------------------|---------------------------|------------------------|-----------------------|
| Interest Bearing Loans Payable                       | 4.659.012                 | 33.454.425             | -86,1%                |
| Accounts Payable                                     | 66.333.944                | 27.045.266             | 145,3%                |
| Accounts Payable to Related Entities                 | 2.045.199                 | 1.877.238              | 8,9%                  |
| Provisions                                           | 578.626                   | 478.668                | 20,9%                 |
| Accounts payable for current taxes                   | 9.957.767                 | 12.995.536             | -23,4%                |
| Accrued Liabilities                                  | 6.829.527                 | 6.707.446              | 1,8%                  |
| <b>Total Current Liabilities</b>                     | <b>90.404.075</b>         | <b>82.558.579</b>      | <b>9,5%</b>           |
| Interest-Bearing Loans Payable                       | 100.615.198               | 69.019.282             | 45,8%                 |
| Accounts payable to related entities                 | 1.595.614                 | 3.300.090              | -51,6%                |
| Deferred Taxes                                       | 93.349.626                | 77.937.332             | 19,8%                 |
| Post-employment benefits                             | 675.510                   | 587.770                | 14,9%                 |
| <b>Total Non Current Liabilities</b>                 | <b>196.235.948</b>        | <b>150.844.474</b>     | <b>30,1%</b>          |
| Paid-in Capital                                      | 872.102                   | 872.102                | n.a.                  |
| Other Capital Reserves                               | -461.896                  | -483.493               | -4,5%                 |
| Retained Earnings (retained gains and losses)        | 344.533.830               | 306.668.567            | 12,3%                 |
| <b>Total Net Equity attributable to Shareholders</b> | <b>344.944.036</b>        | <b>307.057.176</b>     | <b>12,3%</b>          |
| <b>Total Liabilities and Equity</b>                  | <b>631.584.059</b>        | <b>540.460.229</b>     | <b>16,9%</b>          |

# Financial Indicators

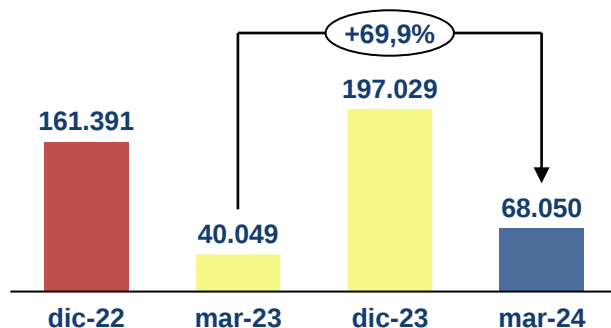
## REVENUES [MM clp/ Year]



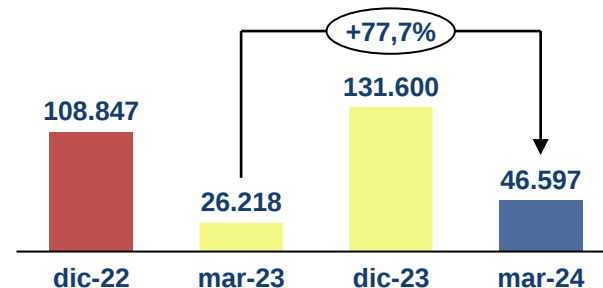
## EBITDAR [MM clp/ Year]



## EBITDA [MM clp/ Year]



## NET PROFIT [MM clp/ Year]

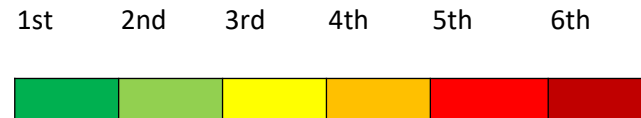


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# AFP Habitat: Real Return on Investment Chile

| Date<br>To | 12 meses (%) |        |        |       |        | 36 meses (%) |       |       |       |       |
|------------|--------------|--------|--------|-------|--------|--------------|-------|-------|-------|-------|
|            | A            | B      | C      | D     | E      | A            | B     | C     | D     | E     |
| abr-24     | 18,13        | 13,38  | 6,14   | -1,26 | -3,81  | -1,17        | -1,06 | -2,18 | -2,56 | -1,65 |
| dic-23     | 7,37         | 6,20   | 3,12   | -0,13 | -1,5   | -1,36        | -1,27 | -2,79 | -3,13 | -2,44 |
| ago-23     | -3,40        | -2,07  | -0,56  | 0,52  | 0,95   | -1,91        | -2,01 | -3,71 | -4,35 | -3,89 |
| abr-23     | -13,53       | -10,08 | -5,06  | -0,08 | 3,16   | -1,37        | 0,84  | -1,62 | -1,46 | -1,19 |
| dic-22     | -20,85       | -15,94 | -9,26  | 0,63  | 7,9    | -3,07        | -2,08 | -2,24 | -1,75 | -0,49 |
| ago-22     | -14,25       | -11,75 | -10,29 | -5,38 | 0,76   | 1,94         | 1,17  | -1,43 | -3,42 | -3,36 |
| abr-22     | -5,5         | -5,00  | -7,12  | -6,23 | 4,13   | 2,80         | 2,59  | 1,10  | -0,22 | -0,53 |
| dic-21     | 12,93        | 7,79   | -1,84  | -9,55 | -12,65 | 10,31        | 8,56  | 5,68  | 2,06  | -0,15 |
| ago-21     | 13,94        | 8,89   | 0,10   | -7,99 | -11,37 | 7,32         | 6,66  | 5,44  | 2,85  | 1,06  |
| abr-21     | 17,41        | 14,15  | 7,98   | 2,4   | -2,45  | 5,78         | 5,57  | 5,33  | 3,94  | 2,87  |
| dic-20     | 1,88         | 3,62   | 4,87   | 4,18  | 4,53   | 3,93         | 4,62  | 6,07  | 5,99  | 5,57  |
| ago-20     | 8,43         | 7,76   | 6,66   | 3,48  | 2,62   | 4,44         | 5,05  | 5,6   | 6,37  | 4,4   |
| abr-20     | -2,08        | -0,41  | 3,04   | 3,75  | 5,23   | 1,96         | 2,21  | 3,35  | 3,28  | 4,14  |
| dic-19     | 19,86        | 17,67  | 17,78  | 15,86 | 11,96  | 11,08        | 10,08 | 9,73  | 8,35  | 7,09  |
| ago-19     | 0,07         | 3,42   | 9,81   | 14,29 | 13,5   | 4,71         | 5,06  | 5,97  | 6,27  | 5,81  |
| abr-19     | 2,96         | 3,50   | 5,05   | 6,01  | 6,05   | 6,66         | 6,10  | 5,31  | 4,32  | 3,71  |
| dic-18     | -5,58        | -3,54  | -0,75  | 1,31  | 3,26   | 2,93         | 3,27  | 3,19  | 2,78  | 3,03  |
| ago-18     | 5,01         | 4,02   | 2,89   | 1,77  | 2,16   | 5,41         | 4,88  | 3,66  | 2,48  | 2,40  |
| abr-18     | 4,31         | 3,59   | 1,98   | 0,16  | -0,19  | 4,06         | 3,92  | 3,29  | 2,54  | 2,19  |
| dic-17     | 15,76        | 12,31  | 8,04   | 3,58  | 1,53   | 6,31         | 5,52  | 4,40  | 3,15  | 2,22  |
| ago-17     | 9,25         | 7,79   | 5,33   | 3,20  | 2,16   | 3,47         | 3,52  | 3,30  | 2,73  | 2,21  |
| abr-17     | 12,97        | 11,41  | 9,03   | 6,93  | 5,39   | 6,01         | 5,66  | 5,55  | 4,84  | 4,02  |
| dic-16     | -0,22        | 1,68   | 2,48   | 3,49  | 4,32   | 4,14         | 4,24  | 4,71  | 4,45  | 4,00  |
| ago-16     | 2,10         | 2,89   | 2,80   | 2,49  | 2,89   | 7,27         | 6,55  | 6,52  | 5,69  | 4,46  |
| abr-16     | -4,37        | -2,76  | -0,90  | 0,67  | 1,46   | 4,42         | 3,98  | 4,71  | 4,76  | 4,26  |
| dic-15     | 4,03         | 2,88   | 2,75   | 2,40  | 0,84   | 6,60         | 5,22  | 5,50  | 5,27  | 4,23  |
| ago-15     | -0,68        | 0,04   | 1,81   | 2,51  | 1,60   | 8,20         | 6,64  | 6,80  | 6,21  | 4,69  |
| abr-15     | 10,29        | 8,90   | 8,85   | 7,04  | 5,26   | 7,23         | 5,95  | 6,37  | 6,06  | 5,27  |
| dic-14     | 8,81         | 8,27   | 9,01   | 7,85  | 6,95   | 7,32         | 5,91  | 6,19  | 5,82  | 6,95  |
| ago-14     | 21,73        | 17,55  | 15,50  | 12,39 | 9,06   | 8,19         | 6,52  | 6,43  | 6,04  | 5,07  |
| abr-14     | 7,97         | 6,19   | 6,45   | 6,72  | 6,13   | 1,20         | 1,35  | 2,75  | 3,91  | 4,74  |
| dic-13     | 7,02         | 4,59   | 4,84   | 5,62  | 4,99   | 0,50         | 0,63  | 2,11  | 3,47  | 4,45  |
| ago-13     | 4,79         | 3,12   | 3,59   | 3,98  | 3,56   | 1,17         | 1,18  | 2,18  | 3,15  | 3,89  |
| abr-13     | 3,56         | 2,85   | 3,86   | 4,45  | 4,43   | 1,60         | 2,22  | 3,03  | 3,45  | 4,41  |
| dic-12     | 6,15         | 4,93   | 4,77   | 4,05  | 3,57   | 2,15         | 2,98  | 5,41  | 3,95  | 5,11  |
| ago-12     | -0,71        | -0,28  | 0,78   | 2,04  | 2,71   | 3,19         | 3,85  | 4,15  | 4,42  | 5,32  |



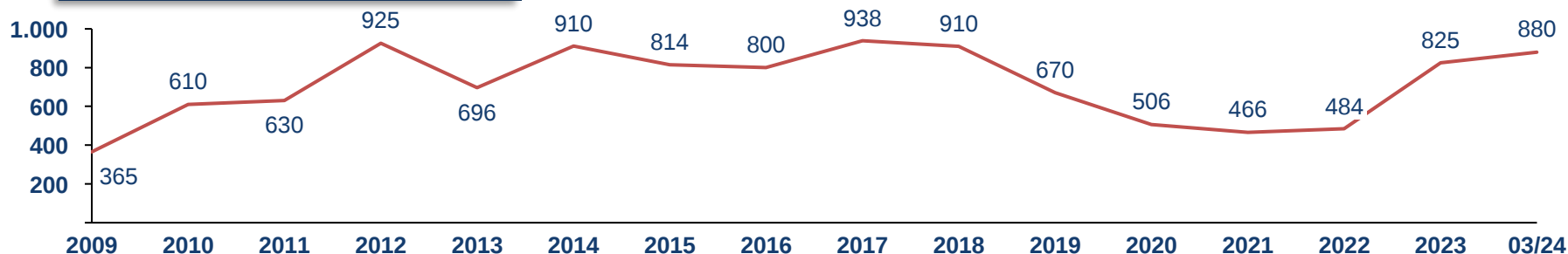
Source: Investments and profitability of the pensions funds as at April 2024 inform, by the Superintendence of Pensions. Real average profitability.

## AGENDA

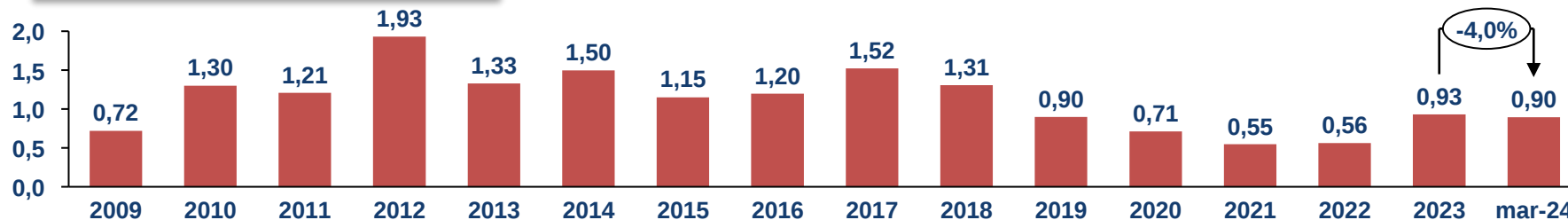
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# Stock Performance

## Stock Price [\$ CLP]



## Market Cap [\$ USD Billions]

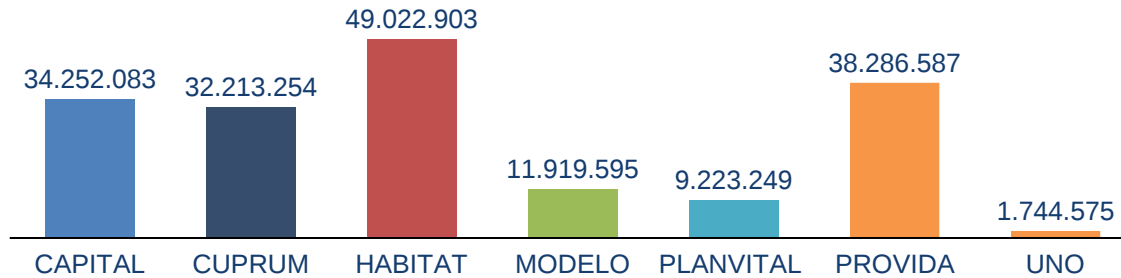


# Industry Overview: AFP Habitat managed the biggest amount of total Assets, with a market share of 27,7%.

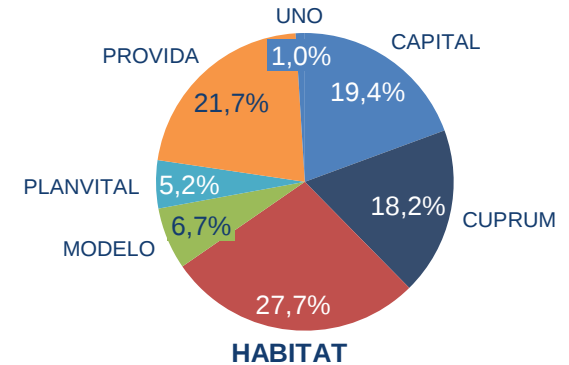


## Total Assets Under Management (Mar-2024)

\$ CLP MM

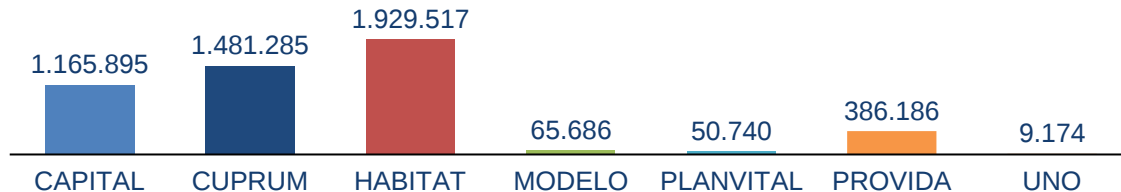


## Market share

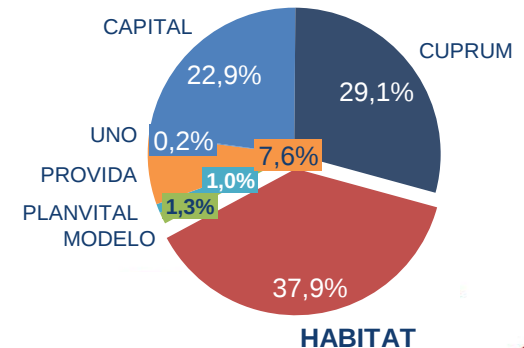


## APV Assets Under Management (Mar-2024)

\$ CLP MM



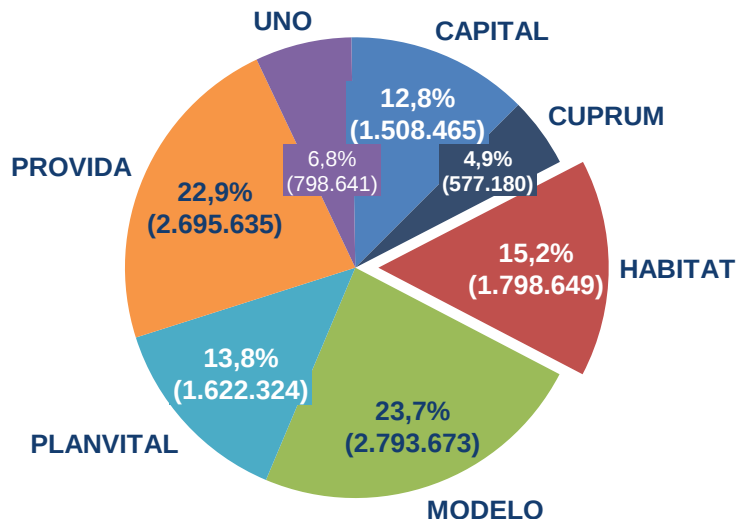
## Market share



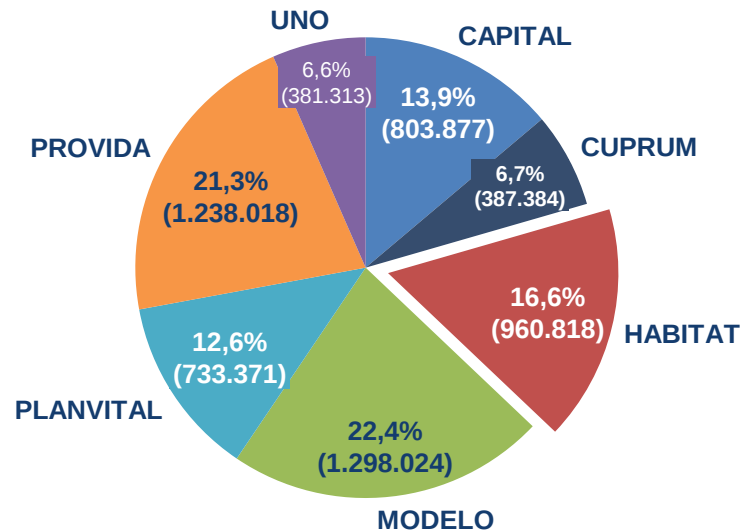
# Industry Overview:

AFP Habitat it's the third AFP with bigger quantity of Contributors, with a market share of 16,6% at the end of March 2024.

## Affiliates



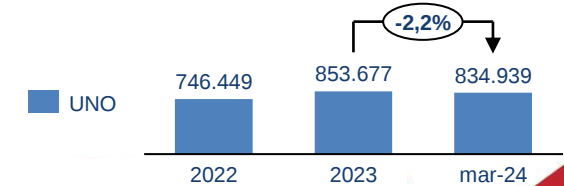
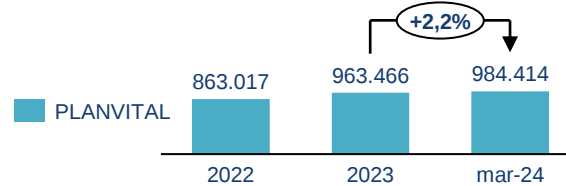
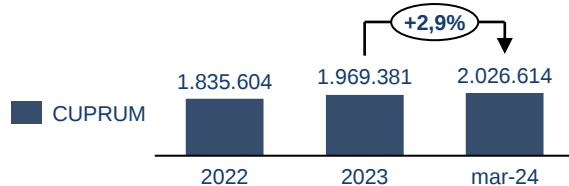
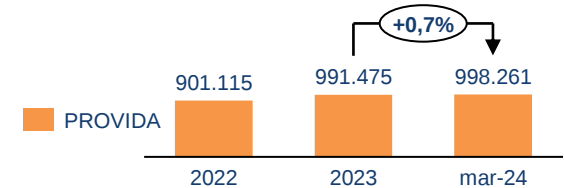
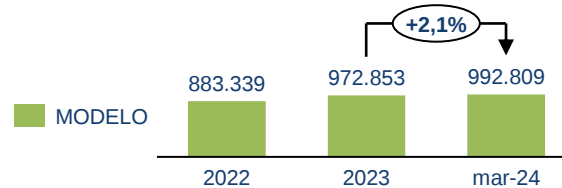
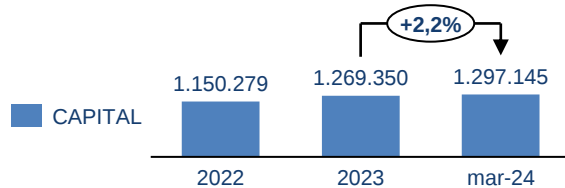
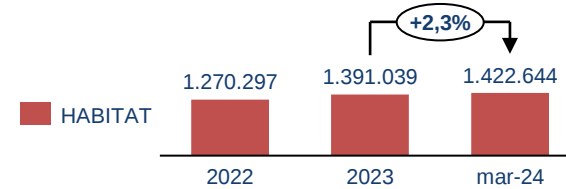
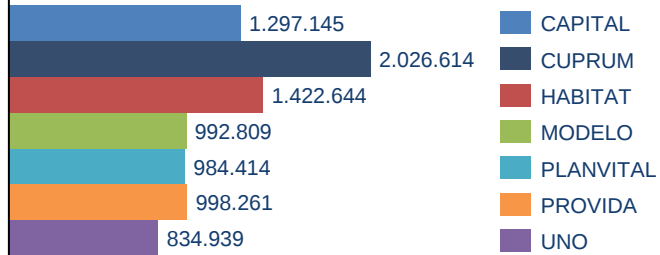
## Contributors



# Industry Overview:

AFP Habitat has increased in 2,3% the base salary since December 2023.

## Average Salary Base [clp]



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