

January - March 2024



Financial Results AFP Habitat S.A.

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AFP

HABITAT

Seguridad y Confianza

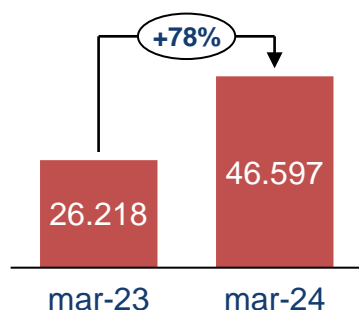
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KEY FINANCIAL RESULTS

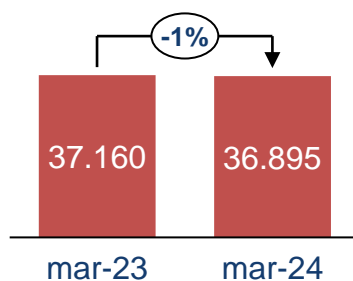
(CLP MM\$)	Mar-2024	Mar-2023	Var	Var %
Operating Revenues	62.651	60.440	2.211	3,7%
Operating Expenses	(24.477)	(21.919)	(2.558)	11,7%
Other Revenues and Expenses	(1.279)	(1.361)	82	-6,0%
AFP Chile Business Result (before taxes)	36.895	37.160	(265)	-0,7%
Obligatory Reserve Profitability	25.394	(2.772)	28.166	n.a.
Profit Sharing in Associated Companies	987	956	31	3,3%
Other Revenues and Expenses, different than the operation	(19)	(157)	138	-87,7%
Other Business Results (before taxes)	26.362	(1.973)	28.335	n.a.
Income Tax	(16.661)	(8.969)	(7.692)	85,8%
Gains / (Losses) AFP Habitat	46.597	26.218	20.378	77,7%
Minority Interest	-	-	-	n.a.
Gains / (Losses) AFP Habitat Controllers	46.597	26.218	20.378	77,7%
EBITDA [4]	68.050	40.049	28.001	69,9%
EBITDAR [5]	42.656	42.821	-165	-0,4%

Net Profit [MM\$]



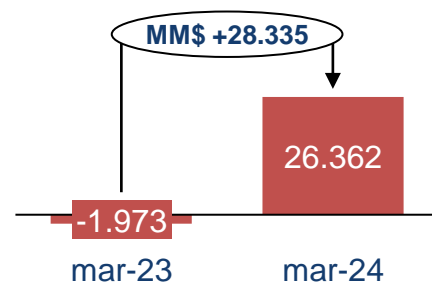
AFP Habitat ended March with a **net profit** of MM\$ 46.597^[1], an increase of 77,7% (MM\$ 20.378) compared to the same period of the last year.

AFP Habitat Chile Results (before taxes [MM\$])



The **result before taxes related to the AFP Business in Chile**^[2] were of MM\$ 36.895, being 1% (MM\$ 265) lower than those seen in the same period of 2023.

Other Business Results, different than AFP Habitat Chile (before taxes) [MM\$]



The **result before taxes of the other business, different than AFP Chile**^[3] were of MM\$ 26.362, MM\$ 28.335 higher compared to the same period last year, produced mainly by a better result of the Obligatory Reverse Profitability.

[1] Net results under the IFRS method. It does not consider income from minority interest.

[2] Pretax results, related to operations of AFP Chile including operating revenues, employee expenses, depreciation and amortization, other operating expenses, financial costs, investment earnings, foreign exchange difference and results on indexed unit adjustment.

[3] Pretax profit, other businesses, including premiums from the disability and survivor insurance, profit sharing in associated companies, other income different from those of the Operation, expenses other than those of the Operation and Gains/Losses on the Obligatory Reserve.

[4] EBITDA: Earnings before interest, taxes, depreciation, amortization and financial expenses; calculated with Income Statement figures.

[5] EBITDAR: Corresponds to EBITDA, net of gains or losses on the profitability of the obligatory reserve.

HIGHLIGHTS

CORPORATE MANAGEMENT

- We are the **No. 1 AFP in Profitability** since the creation of the multi-funds.
- **Leader in Total Managed Balances**, managing more than 49 trillion pesos in assets.

CORPORATE REPUTATION

- **N° 5 in Great Place to Work** in the category of best companies to work for in Chile with more than 1,000 workers.
- Carrying out the eighth **Public Account** of AFP Habitat in April via streaming, informing our members about the management and the most relevant milestones of the administrator.


SOCIAL DEVELOPMENT

- This year the **“Alianza Piensa en Grandes”** celebrates 5 years of experience, promoting projects that improve the quality of life of older people. There have been 4 social innovation funds with 11 winning projects, which receive financing and mentoring for their scaling and impact on the ecosystem of the elderly.
- In February, it carried out the campaign **“Ayudemos a Levantar la V Región”** help raise the V Region”, organized by the Branch Deputy Management, with the purpose of supporting the people affected by the forest fires in the V Region.


PENSION FUND'S RETURNS

According to the last report of the Superintendence of Pensions (SP) - "Investments and Profitability of the Pension Funds" as at March 2024, published on the SP website, it may be seen that AFP Habitat funds occupied the following places based on their annual nominal return:

2nd place for B and D Funds, and 3rd place for A, C and E Funds in the last 36 months (April 2021 – March 2024).

AFP	Fund A Most Risky	Fund B Risky	Fund C Intermediate	Fund D Conservative	Fund E Most Conservative
Capital	8,39%	7,92%	6,65%	5,85%	6,66%
Cuprum	8,61%	8,08%	6,42%	5,93%	6,40%
 HABITAT	8,53%	8,17%	6,63%	5,94%	6,57%
Modelo	8,20%	7,23%	5,92%	5,60%	6,05%
Planvital	8,84%	8,45%	6,79%	6,34%	6,77%
Provida	8,01%	7,65%	5,81%	5,26%	5,90%
Uno	8,00%	7,45%	5,85%	5,62%	6,07%

2nd place for C Fund, 4th place for A and B Funds, 5th place for E Fund, and 6th place for D Fund in the last 12 months (April 2023 – March 2024).

AFP	Fund A Most Risky	Fund B Risky	Fund C Intermediate	Fund D Conservative	Fund E Most Conservative
Capital	29,18%	22,99%	13,33%	5,76%	2,62%
Cuprum	29,43%	23,00%	13,92%	5,73%	2,43%
 HABITAT	29,58%	23,24%	14,92%	5,51%	2,53%
Modelo	30,35%	23,94%	14,95%	6,39%	2,82%
Planvital	29,95%	23,75%	14,47%	5,90%	2,56%
Provida	29,24%	23,03%	13,78%	5,51%	2,21%
Uno	30,14%	23,57%	14,29%	5,89%	2,67%

The nominal return of a pension fund in a month is understood as the percentage variation of the quota value on the last day of that month, with respect to the quota value on the last day of the previous month. The nominal return for periods longer than one year is presented annualized, considering the number of days in the calculation period.

ECONOMIC OVERVIEW

- The first quarter of 2024 was characterized by optimistic market sentiment, driven by the expected convergence of inflation and the anticipated start of rate cuts by central banks. Despite some warning signs, such as elevated valuations and persistently high inflation, financial markets showed notable strength. Global equity markets, as measured by the MSCI All Country World Index (ACWI), returned nearly 9% in the quarter, with US stocks outperforming their international peers. The communication services, energy, technology and financial sectors led the gains. In contrast, bonds and real assets performed slightly negatively.
- The US economy continued to show exceptional resilience, with real GDP growth averaging an impressive 3.2% since the fourth quarter of 2020. But at the margin, a stabilization towards more sustainable growth levels could be seen. close to their potential, which is between 2-2.5%. On the monetary policy front, the Federal Reserve is expected to begin reducing interest rates gradually in 2024, even though inflation remains above its 2% target. The market will be attentive to any deviations in the Fed's plans, as a delay in easing monetary policy could affect financial asset valuations.
- Globally, major stock indices posted significant gains in the quarter. Japan's Nikkei index was the best performer, followed by the Euro Stoxx, the S&P 500 and the Nasdaq, with European stocks positively surprising by outperforming their US peers. Chinese markets, initially closely watched due to their negative performance, managed to recover thanks to various stimulus measures, such as the easing of credit conditions, purchases by government-dependent institutions and the announcements of capital market reforms.
- At the local level, inflation has fallen rapidly and is closer to the Central Bank's 3% objective. However, data from the beginning of the year show an increase in annual inflation, in a context where economic activity has been somewhat better than expected. Consumption and investment ended 2023 somewhat weaker than previously estimated, particularly in their tradable components. For this year, GDP growth is expected between 2% and 3%, a range that is between 1.5% and 2.5% for 2025.

ECONOMIC OVERVIEW

- The tailwinds that benefited the Chilean peso in previous quarters were reversed, resulting in a depreciation of the peso of approximately 11%, closing near \$980 at the end of the quarter. Medium and long-term rates in pesos increased during the quarter, with the 10-year nominal rate closing at 5.86%, compared to 5.38% in the previous quarter. This is explained by the behavior of its external references and by the expected trajectory of the monetary policy rate in the local market, where bullish surprises in both activity and inflation kept rates at higher levels.
- In summary, the quarter showed a positive performance in equity assets, with the funds with the greatest exposure to foreign equities presenting returns of:
11.4%, 8.8% and 5.3% for funds A, B and C, respectively.
On the other hand, funds with a higher proportion of fixed income instruments were impacted by increases in local and international rates, showing returns of:
1.4% and 0.4% for funds D and E, respectively.

In conclusion, the first quarter of 2024 was highlighted by a continuation of the good performance of global equity assets and a reversal of the good performance of fixed income assets observed in the previous quarter.

KEY INDICATORS


AFP HABITAT BACKGROUND

AFP Habitat participates in the Social Security industry managing pension funds related to individual mandatory pension savings and voluntary pension savings (voluntary retirement savings account - APV and voluntary savings accounts - CAV), It also offers programmed retirement fund withdrawals.

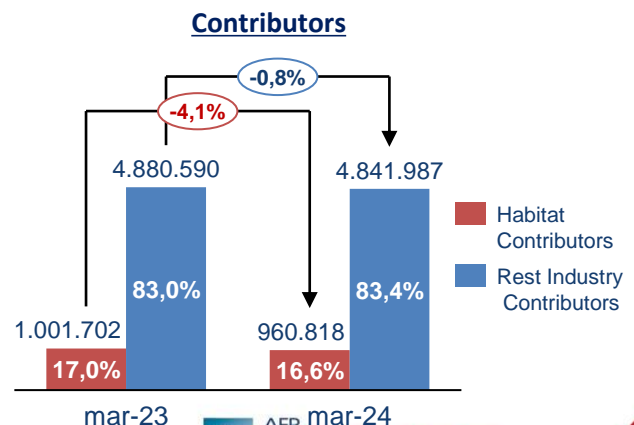
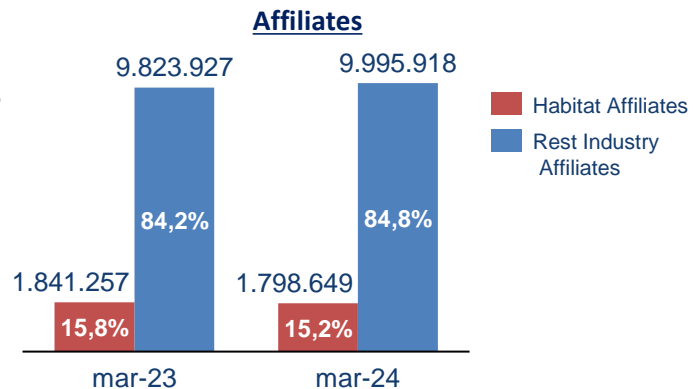
Mandatory Pension Savings

The mandatory pension savings for individual contributors represent monthly contribution payments equivalent to 10% of a person's taxable income. The monthly cap for March 2024 is UF 84,3.

AFPs charges a percentage fee over the aforementioned monthly taxable salary base, which ranges in the industry from 0,49% to 1,45%, Habitat's current fee amounts to 1,27% on taxable income.

Mandatory Contributions Deposits March 2024	
AFP	% of salary or taxable income [UF]
CAPITAL	1,44
CUPRUM	1,44
 HABITAT	1,27
MODELO	0,58
PLANVITAL	1,16
PROVIDA	1,45
UNO	0,49

As of March 2024, the AFP industry had a total of 11.794.567 members affiliated and 5.802.805 monthly contributors^[6]. To this date AFP Habitat has a market share of 15,2% and 16,6% respectively, which positioned it as the third largest AFP on affiliates market and in terms of contributors.



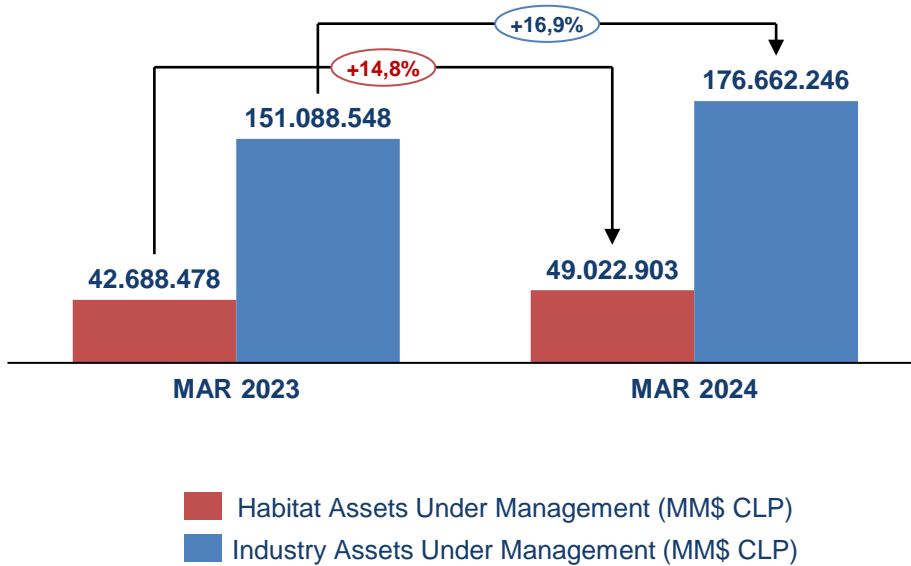
^[6] Monthly contributors: Corresponds to the number of active members and voluntary members who contributed in March 2024, for remunerations accrued in February 2024.

KEY INDICATORS

Mandatory Pension Savings

Assets under Management by the Pension Funds

[MM CLP]



The total assets under management by Habitat reached \$ 46,4 CLP Trillions as of March 2024, an increase of 14,8% compared to the balance of March 2023.

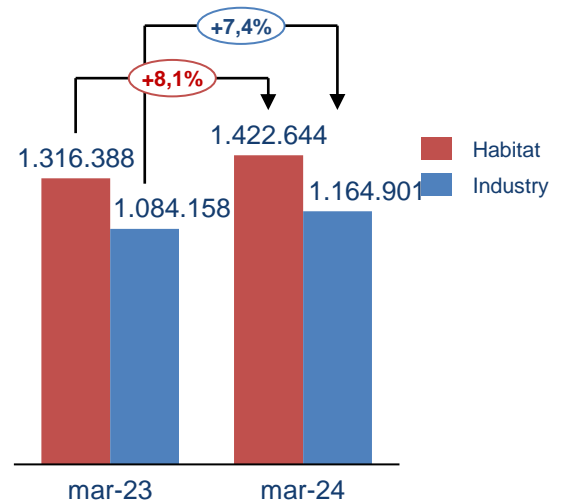
The total managed assets of the industry as of March 2024 amounts to \$ 176.7 CLP Trillions, having an increase compared to what was managed in March 2023 of \$ 25.6 CLP Trillions. Of the total managed balance, AFP Habitat has a market share of 28.3%, being industry leaders in total managed assets.

KEY INDICATORS

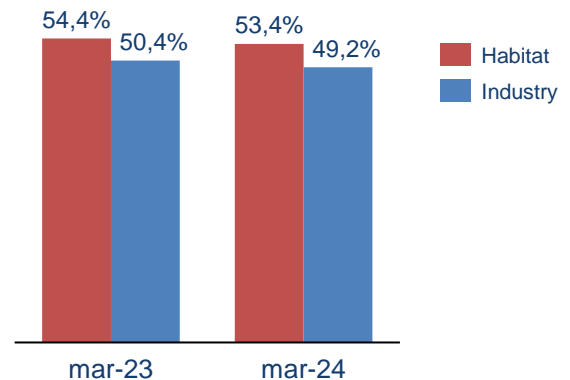
Mandatory Pension Savings Cont.

The monthly average taxable base salary of AFP Habitat [7] contributors for March 2024, reached the amount of CLP\$ 1.422.644 presenting an increase of 8,1% compared the same period of the last year. Besides, the average increase in the industry was 7,4%, increasing from CLP\$ 1.084.158 in March 2023 to CLP\$ 1.164.106 in March 2024.

Monthly average taxable salary [CLP]



Contributors / Affiliates Ratio



The contributor/affiliate ratio of AFP Habitat as of March 2024 was 53,4%, higher in a 4,2% than the ratio of the industry.

[7] Taxable Income: For total taxable contributions refer to footnote N°6 / Number of monthly contributors.

KEY INDICATORS

Voluntary Retirement Savings (APV)

The APV consists of voluntary contributions, agreed deposits and collective voluntary pension savings (APVC). These savings are made on a voluntary basis with the purpose of increasing future pension over mandatory contributions, also benefitting from tax incentives.

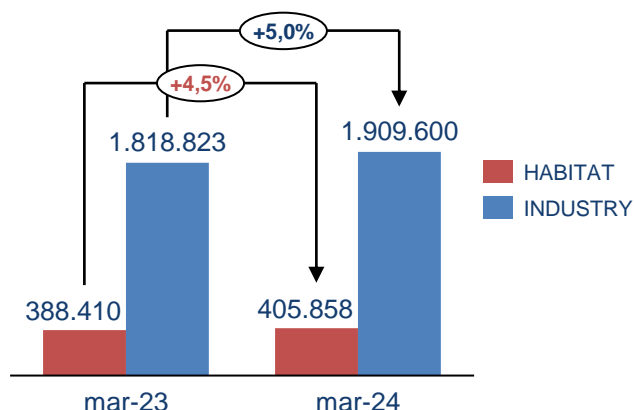
Voluntary retirement savings have increased significantly since 2002, the year in which a regulatory change enabled industries other than the AFPs to manage this type of savings while introducing additional tax incentives. This reform resulted in the entry into the market of other entities including banks, insurance companies, mutual funds and stock brokerage firms, in addition to the existing 7 AFPs.

From January 2011, a limit of UF 900 per year was placed on the agreed deposits tax-free, as no limit had existed prior to December 2010.

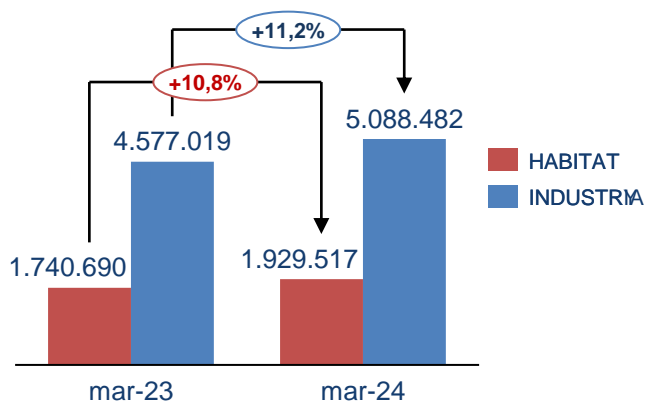
The AFPs are authorized to collect an annual fee on APVs' managed balances, which currently range between 0,16% and 0,60% for affiliates and 0,50% up to 0,70% for not affiliates. In AFP Habitat this fee is equivalent to 0,55% for both.

Respect to APV accounts managed by the 7 AFPs, as of March 2024 Habitat has the 21,3% of the managed accounts and a 37,9% of the balance managed (MM CLP\$ 1.929.517). This places us, as the AFP that manages the largest APV balances in the industry.

Number of APV Accounts



APV Assets under Management [MM clp]



KEY INDICATORS

Voluntary Savings Accounts (CAV)

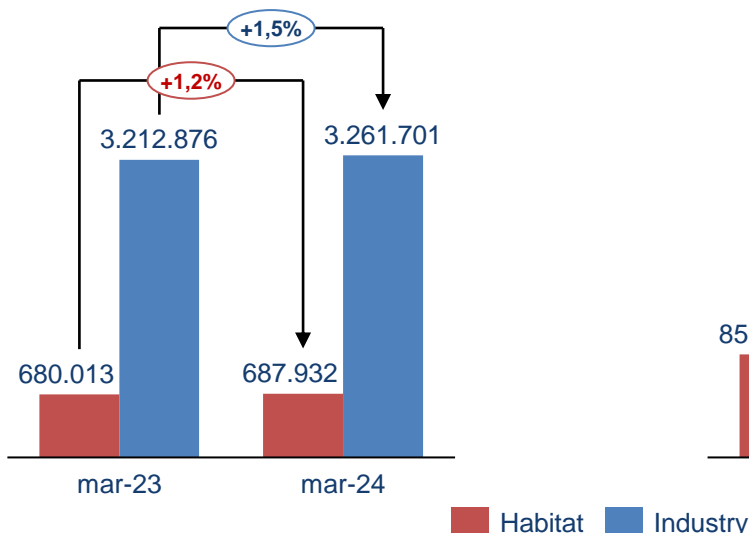
While CAV can increase future pensions, this product provides a short and medium-term savings vehicle, which is also freely available, and is not considered a retirement fund contribution. This product is exclusively offered by AFPs, however, it does compete with other savings products such as bank savings accounts and mutual funds.

As of March 2024, Habitat managed a total of 687.932 accounts, corresponding to CLP\$MM 833.399 on assets under management, which represents a market share of 34,4%.

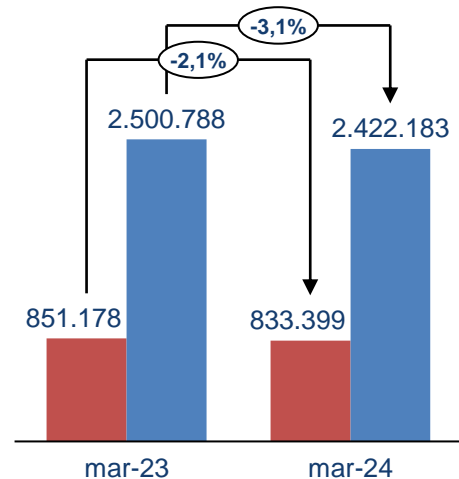
As of March 2024, the total CAV accounts managed increased by 1,2% at AFP Habitat and 1,5% at the industry level. Regarding the managed balances at AFP Habitat, as of March 2024 they fell compared to the same period last year by CLP\$MM 17.779, equivalent to a decrease of 2,1%, and at the industry level, managed balances fell CLP\$MM 78.606 decreasing by 3,1%.

The Chilean Pension Reform in effect as from 2008, allows AFPs to charge a fee on CAV balances under management, which currently ranges between 0,16% and 0,95% per annum, AFP Habitat charges 0,95% per annum.

Number of CAV Accounts



CAV Assets under Management
[MM clp]



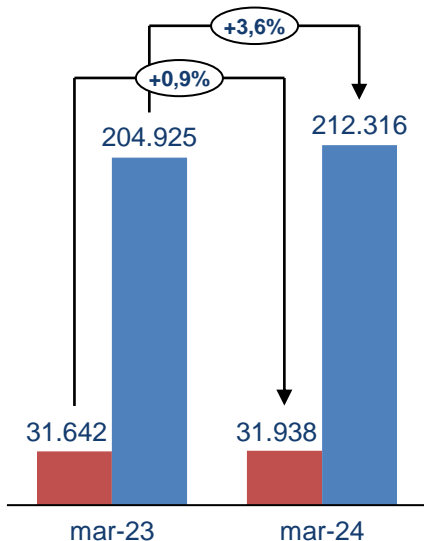
KEY INDICATORS

Voluntary Affiliates

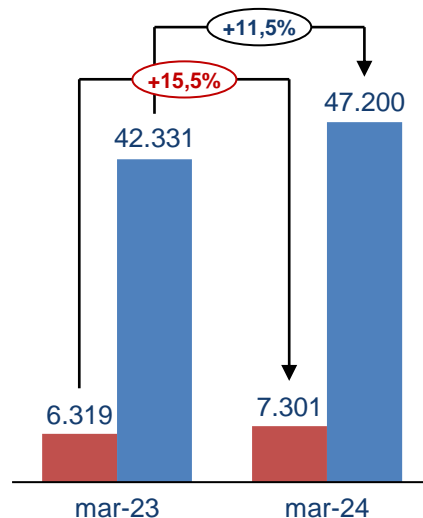
As of March 2024, the AFP system has a total of 212.316 voluntary affiliates, of which the 15% are affiliated to AFP Habitat.

The Pension Reform permitted that, from October 2008, people who were not engaged in income producing activities could incorporate themselves as voluntary affiliates of the AFPs and in that way opt to finance a pension.

Number of Voluntary Affiliates Accounts



Voluntary Assets under management [MM clp]



■ Habitat ■ Industry

KEY INDICATORS

Pensions under the programmed Withdrawal Mode

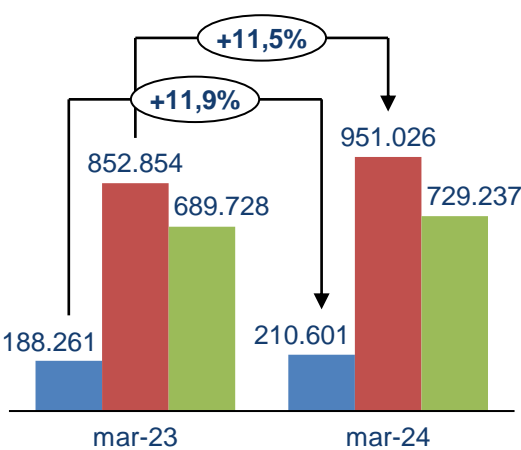
In granting pensions, AFPs and life insurance companies compete, with the former offering pensions in the form of programmed withdrawals or temporary income with deferred life annuities and the latter offering life annuities.

AFP Habitat charges the second lowest fee for programmed withdrawals and temporary income at 0,95%.

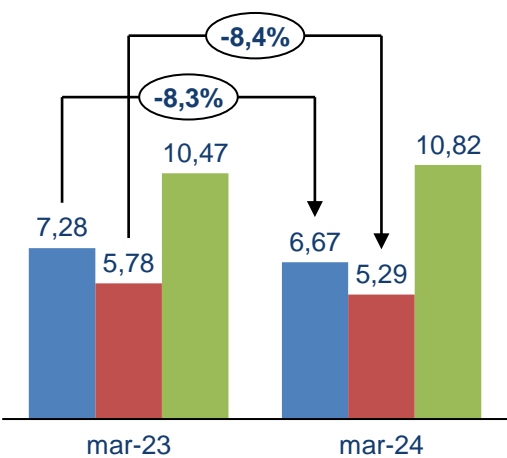
According to the information obtained from the web page of the Superintendence of Pensions, in March 2024, the total of pensions paid by the AFPs in the form of programmed withdrawals and temporary income reached 951.026. During the same period AFP Habitat paid 210.601 pensions, and life insurance companies paid 729.237 life annuities.

The average amount of pensions paid by the AFP Industry in March 2024, achieved an average amount of UF 5,29. In Habitat's case the average amount paid was UF 6,67 whereas life insurance companies paid an average amount of UF 10,82.

Number of Pensions Paid



Average amount of Pensions Paid [UF]



Habitat Industry Insurance companies

COMPARATIVE ANALYSIS OF CONSOLIDATED RESULTS

Operating Revenues

The ordinary income generated during the current quarter exceeded those obtained in March of the previous year by MM\$ 2.211, this is equivalent to a nominal growth of 3.66% (decrease of 0.58% in real terms); of them, MM\$ 2.535 correspond to higher commission income, mainly due to commissions associated with mandatory savings, slightly offset by a decrease of MM\$ 323 in income from surcharges and collection costs.

Ordinary Incomes [\$MM clp]	Current Exercise Mar 2024	Last Exercise Mar 2023	VAR Mar 24/ Mar 23	VAR % Mar 24/ Mar 23
Total Fees Revenues	62.557	60.023	2.535	4,2%
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%
Other Ordinary Revenues	94	417	-323	-77,5%
Revenues form collecting charges and costs	91	414	-323	-78,0%
Services Rendered	3	3	0	4,1%
Total Ordinary Incomes	62.651	60.440	2.211	3,7%

[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.

COMPARATIVE ANALYSIS OF CONSOLIDATED RESULTS

Employee Expenses

Personnel expenses in the current period compared to those incurred in March of the previous year increased by MM\$ 1.082, which represents an increase of 9,26%, mainly in expenses for the salaries and wages of sales personnel who increased by MM\$ 652, an increase of MM\$ 404 in short-term benefits and an increase of MM\$ 121 as a sum of post-employment benefits and other personnel expenses, including compensation expenses; increases slightly offset by a decrease of MM\$ 95 in the salaries and wages of administrative staff.

Employee Expenses [\$MM clp]	Current Exercise Mar 2024	Last Exercise Mar 2023	VAR Mar 24/ Mar 23	VAR % 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%
Employee Expenses (less)	-12.771	-11.689	1.082	9,3%

Other Operating Expenses

Other operating expenses for the current quarter and compared to those incurred as of March of the previous year, grew by MM\$ 782; This increase is mainly explained by administration expenses, which increased by MM\$ 484, an increase of MM\$ 306 in marketing expenses and MM\$ 87 in other operating expenses; increases slightly offset by a decrease of MM\$ 95 in computing expenses.

Other Operating Expenses [\$MM clp]	Current Exercise Mar 2024	Last Exercise Mar 2023	VAR Mar 24 / Mar 23	VAR % 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%
Total Other Operating Expenses (less)	-9.127	-8.345	782	9,4%

COMPARATIVE ANALYSIS OF CONSOLIDATED RESULTS

Depreciation and Amortization

In these financial statements, there is an increase in expenses of MM\$ 694 compared to the expense reflected in March of the previous year; Depreciation expense increased by MM\$ 443 driven by the depreciation of leased assets over which there are rights of use; while amortization expense increased by MM\$ 251 due to the amortization of computer programs.

Other Income and Expenses

Other income and expenses in the current year and compared to those made as of March of the previous year, presented a lower loss of MM\$ 251; explained by a decrease of MM\$ 764 in Financial Costs, a decrease of MM\$ 154 in Other expenses other than operating expenses, a better result of MM\$ 104 between exchange rate differences and results from readjustment units, an increase of MM\$ 31 in the participation in profits of associates; better results offset by a decrease of MM\$ 786 in profits from investments and of MM\$ 16 in other income other than operating income.

Gains/Losses on the Obligatory Reserve

In order to guarantee the minimum profitability of the pension funds, referred to in article 37 of DL 3.500, the AFPs must maintain an asset called Cash equivalent to one percent (1%) of each type of pension fund that manage.

The profitability of Reserve Reserves in the current quarter overall presented a higher profit of MM\$ 28.166 in relation to the profitability obtained as of March 2023, due to the better return obtained by the investments of pension funds Types A, B, C, D and E that had positive income in the current period and that meant a profit from reserve profitability of MM\$ 25.394 (loss of MM\$ 2.772 as of March 2023).

COMPARATIVE ANALYSIS OF CONSOLIDATED RESULTS

Tax Expenses

In these financial statements, the tax burden is higher by MM\$ 7,692 compared to that generated in March of the previous year, this is related to the better results obtained in the current year.

Net Profit

In the current quarter there is a higher result of MM\$ 20.378 compared to the result obtained in March of the previous year, driven mainly by a better result in the Profitability of Cash Reserve which presents an increase of MM\$ 28.166 reflecting the better performance of the Funds of Pensions that it administers, ordinary income increased by MM\$ 2.211, equivalent to a nominal 3.66% (decrease of 0.58% in real terms), lower financial costs by MM\$ 764; increases that are partially offset by an increase of MM\$ 1.082 in Personnel Expenses, MM\$ 782 in higher Operating Expenses, MM\$ 786 of lower income from investments, MM\$ 694 of higher Depreciation and amortization, an increase of MM\$ \$7.692 in Income Tax Expenses; in addition to other concepts that together meant income of MM\$ 273.

BALANCE

[M CLP = Thousands]

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%
Total Current Assets	118.060.757	94.546.890	24,9%
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%
Total Non Current Assets	513.523.302	445.913.339	15,2%
Total Assets	631.584.059	540.460.229	16,9%

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%
Total Current Liabilities	90.404.075	82.558.579	9,5%
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%
Total Non Current Liabilities	196.235.948	150.844.474	30,1%
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%
Total Net Equity attributable to Shareholders	344.944.036	307.057.176	12,3%
Total Liabilities and Equity	631.584.059	540.460.229	16,9%

CONSOLIDATED INCOME STATEMENT

[M CLP = Thousands]

INCOME STATEMENT [M\$ clp]	Current Exercise Mar 2024	Last Exercise Mar 2023	Dif % 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%
Operational Result of the Business	38.174.674	38.521.602	-0,9%
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%
Profit (Loss) before Tax	63.257.638	35.187.232	79,8%
Income Tax Expenses	-16.661.004	-8.969.018	85,8%
Net Profit (Loss)	46.596.634	26.218.214	77,7%