

**Earnings Report**  
Fourth Quarter 2020  
February 2021



## Net Income

The global health crisis has marked the development of 2020 and Coopeuch has not been different. For this reason, during that year we worked hard on the following fundamental axes, firstly helping our partners through all available mechanisms (emergency credits, postponement of fees, etc.), also in protecting our collaborators, from providing high sanitation protocols as well as maintaining their job. On the other hand, we worked on maintaining operational continuity, having the necessary liquidity and promoting digital sale of products.

Also during 2020, the cooperative continued working on the development of the strategic plan that becomes more relevant in these times of crisis, (health, economic and social) through the focus on its three pillars, these are the strengthening of the cooperative identity, achieving a scale change and complete a full offer of financial products and services for its members, which exceeded 900,000 associates at the end of the year.

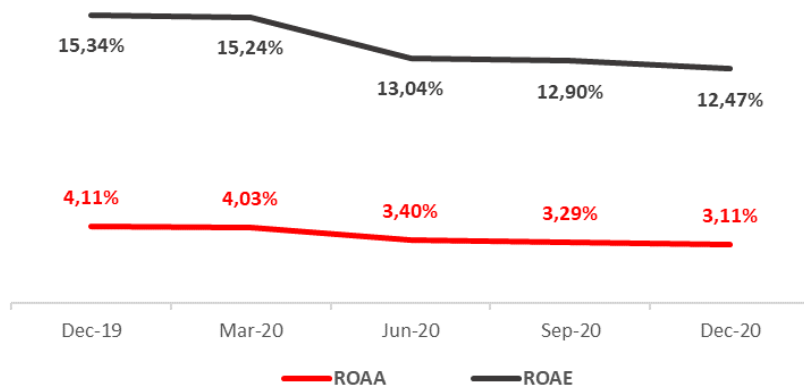
Coopeuch continues with good profitability levels, which are based on a successful business model that allows maintaining limited risks, high capital levels together with a prudential liquidity management.

All of the above is reinforced by the recognitions obtained during the year, with the “ProCalidad” award of the National Customer Satisfaction Index 2020 in the Financial Savings and Credit Institutions category, as well as considerably increasing our position in the Merco ranking (Business Monitor of the Corporate Reputation) of the companies 2020 obtaining the position 36<sup>th</sup> and in the category of financial institutions in the 5<sup>th</sup> place.

The profit for the year after taxes for 4Q20 reached Ch\$15,840 million, 2.1% higher than the previous quarter (3Q20) and 5.0% lower compared to the same quarter of 2019 (4Q19). In accumulated terms, the result for the year 2020 reaches Ch\$62,212 million, lower than the same period of 2019 by 12.7%

ROAA and ROAE as of December 2020 is 3.11% and 12.47% respectively, lower than the previous quarter by 17bps and 43bps respectively, explained by higher growth in assets (mainly due to an increase in the investment portfolio ) and on the other hand the continuous and high growth of capital, added to a decrease in the result for the year in recent months that responds to the lower sales levels obtained during the year as a result of the pandemic.

	Quarters						YTD			
	4Q19	3Q20	4Q20	4Q20	%	%	Dec-19	Dec-20	Dec-20	%
	MCh\$	MCh\$	MCh\$	Thous US\$	YoY	QoQ	MCh\$	MCh\$	Thous US\$	YoY
Net interest income*	51.777	48.334	52.619	73.982	1,6%	8,9%	196.149	199.804	280.923	1,9%
Net fee and commission income	4.848	2.103	1.572	2.211	(67,6%)	(25,2%)	19.802	9.640	13.554	(51,3%)
Gross operating income	58.802	50.752	54.581	76.740	(7,2%)	7,5%	220.878	214.384	301.422	(2,9%)
Net operating income	17.268	15.857	15.763	22.162	(8,7%)	(0,6%)	72.932	63.385	89.119	(13,1%)
Net income for the period	16.668	15.514	15.840	22.271	(5,0%)	2,1%	71.278	62.212	87.470	(12,7%)



## Net Interest Income

The net interest income, composed of interest and inflation adjustments (exchange rate adjustments are not included) for the last quarter of 2020 amounted to Ch\$52,619 million, increasing by 8.9% compared to the previous quarter (3Q20) and by 1.6 % compared to 4Q19.

The increase responds mainly to higher inflation in the quarter, with a positive inflation (UF variation) of 1.26% compared to 0.04% for 3Q20 and 0.93% for 4Q19.

Financial income increased 16.4% and 1.6% compared to 3Q20 and 4Q19 respectively, due to higher income from readjustments in mortgage loans, but to a lesser extent offset by lower income in consumer credit, due to lower sales levels during 2020.

Expenditures increased, but in a lesser proportion compared to 3Q20 and 4Q19 by 61.0% and 1.3% respectively due to lower financial obligations, which is mainly made up of local bonds issued in UF and to a lesser extent by a decrease in deposit rates throughout 2020.

	Quarters				% YoY	% QoQ	YTD			
	4Q19 MCh\$	3Q20 MCh\$	4Q20 MCh\$	4Q20 Thous US\$			Dec-19 MCh\$	Dec-20 MCh\$	Dec-20 Thous US\$	% YoY
Interest and Adjustments Income										
Consumer Loans	52.098	50.272	49.668	69.833	(4,7%)	(1,2%)	204.172	200.679	282.154	(1,7%)
Mortgages Loans	8.302	4.998	9.937	13.971	19,7%	98,8%	29.250	29.563	41.566	1,1%
Commercial Loans	635	482	832	1.170	31,1%	72,7%	2.267	2.511	3.531	10,7%
Financial Investments	1.243	150	1.840	2.586	48,0%	1.128,2%	4.749	4.170	5.864	(12,2%)
Others	2.441	578	3.455	4.857	41,5%	497,3%	7.516	7.845	11.030	4,4%
<b>Total Income</b>	<b>64.719</b>	<b>56.480</b>	<b>65.731</b>	<b>92.418</b>	<b>1,6%</b>	<b>16,4%</b>	<b>247.955</b>	<b>244.769</b>	<b>344.145</b>	<b>(1,3%)</b>
Interest and Adjustments Expense										
Total Deposits	(4.195)	(2.141)	(2.865)	(4.028)	(31,7%)	33,8%	(19.806)	(11.913)	(16.749)	(39,9%)
Financial Obligations	(5.477)	(2.912)	(6.792)	(9.549)	24,0%	133,2%	(18.841)	(20.202)	(28.404)	7,2%
Others	(3.270)	(3.093)	(3.456)	(4.859)	5,7%	11,7%	(13.160)	(12.851)	(18.069)	(2,3%)
<b>Total Expense</b>	<b>(12.942)</b>	<b>(8.147)</b>	<b>(13.112)</b>	<b>(18.436)</b>	<b>1,3%</b>	<b>61,0%</b>	<b>(51.807)</b>	<b>(44.965)</b>	<b>(63.221)</b>	<b>(13,2%)</b>
<b>Net Interest Income*</b>	<b>51.777</b>	<b>48.334</b>	<b>52.619</b>	<b>73.982</b>	<b>1,6%</b>	<b>8,9%</b>	<b>196.149</b>	<b>199.804</b>	<b>280.923</b>	<b>1,9%</b>

\* The readjustments by exchange rate are not included

When analyzing the accumulated financial margin for the year, this reaches Ch\$199,804 million, 1.9% higher than the same period in 2019. The above responds mainly to a decrease in financial expenses due to lower rates of deposits and savings which is offset by lower financial income, specifically in consumer credit due to lower sales levels. In terms of inflation, both years had a similar UF variation (2020: 2.69% vs 2019: 2.70%).

In terms of interest rate, the net interest margin (NIM) for the quarter was 11.24% (annualized rate), 66bps lower than the same quarter of 2019 (4Q19) explained by a slower growth rate in loans, especially in consumer loans which generate a higher margin. Given the above, the asset rate decreases 83bps. On the liabilities side we have drops in the rates of retail liabilities, but that in turn,

these grow faster so it is not possible to offset the effect of a lower growth in loans (interest-bearing assets).

Compared to the previous quarter (3Q20), the NIM increased 108bps, mainly due to the inflation effect mentioned above.

NIM	4Q19 MCh\$	3Q20 MCh\$	4Q20 MCh\$	% YoY	% QoQ
Average interest-earning assets	1.707.047	1.861.203	1.836.189	7,6%	-1,3%
Average interests-expenses liabilities	1.158.085	1.329.551	1.343.634	16,0%	1,1%
Quarterly NIM	3,0%	2,6%	2,9%	-17 bps	28 bps
Annualized NIM	11,9%	10,2%	11,2%	-66 bps	108 bps
Average of annualized asset rate	14,8%	11,9%	14,0%	-83 bps	213 bps
Average of annualized liability rate	4,3%	2,4%	3,8%	-54 bps	139 bps
UF variation	0,9%	0,0%	1,3%	33 bps	122 bps

## Operational Margin

During 4Q20, the gross operating margin totaled Ch\$54,581 million, an increase of 7.5% compared to 3Q20, due to a higher financial margin.

Compared to 4Q19, the margin decreased 7.2% due to lower net commissions, which are mostly explained by commissions for the sale of insurance associated with loans and secondly by a lower result from financial operations.

In accumulated terms, the operating margin reached Ch\$214,384 million, a decrease of 2.9% compared to 2019, where the higher financial margin is offset by a greater fall in net commissions of 51.3%.

	Quarters						YTD			
	4Q19	3Q20	4Q20	4Q20	%	%	Dec-19	Dec-20	Dec-20	%
	MCh\$	MCh\$	MCh\$	Thous US\$	YoY	QoQ	MCh\$	MCh\$	Thous US\$	YoY
Interest and Adjustments Income	64.719	56.480	65.731	92.418	1,6%	16,4%	247.955	244.769	344.145	-1,3%
Interest and Adjustments Expense	(12.942)	(8.147)	(13.112)	(18.436)	1,3%	61,0%	(51.807)	(44.965)	(63.221)	-13,2%
<b>Net Interest Income*</b>	<b>51.777</b>	<b>48.334</b>	<b>52.619</b>	<b>73.982</b>	<b>1,6%</b>	<b>8,9%</b>	<b>196.149</b>	<b>199.804</b>	<b>280.923</b>	<b>1,9%</b>
Fee and commissions income	6.023	3.848	3.474	4.884	(42,3%)	(9,7%)	23.620	15.952	22.428	-32,5%
Fee and commissions expense	(1.175)	(1.745)	(1.901)	(2.673)	61,8%	9,0%	(3.818)	(6.311)	(8.874)	65,3%
<b>Net fee and commissions</b>	<b>4.848</b>	<b>2.103</b>	<b>1.572</b>	<b>2.211</b>	<b>(67,6%)</b>	<b>(25,2%)</b>	<b>19.802</b>	<b>9.640</b>	<b>13.554</b>	<b>-51,3%</b>
Net result of financial operations*	1.838	160	192	270	(89,5%)	20,1%	3.802	3.929	5.525	3,3%
Other operating income (expense)	340	155	197	277	(42,0%)	27,2%	1.125	1.010	1.420	-10,3%
<b>Gross operational margin</b>	<b>58.802</b>	<b>50.752</b>	<b>54.581</b>	<b>76.740</b>	<b>(7,2%)</b>	<b>7,5%</b>	<b>220.878</b>	<b>214.384</b>	<b>301.422</b>	<b>-2,9%</b>

\* The readjustments by exchange rate are included in the result of financial operations

## Operational Support Expenses

Operating support expenses for 4Q20 totaled Ch\$30,511 million, increasing 15.2% from the previous quarter due to higher administrative expenses. Along the same lines, accumulated expenses for 2020 increased by 6.4% compared to 2019. The foregoing responds to the following factors.

In the first place, due to the measures taken by the cooperative at the beginning of the pandemic to continue serving our members in a safe environment and protect employees with high hygiene and prevention measures throughout our network of branches (81 offices throughout Chile).

And secondly due to higher spending on technological investments, both in terms of structure and in new digital trips and new products for members. We also strengthened our remote channels for greater and better service, as well as the cybersecurity framework, reaching the highest market standards.

Given the above, the accumulated efficiency for the year increased to 53.7%.

	Quarters						YTD			
	4Q19	3Q20	4Q20	4Q20	%	%	Dec-19	Dec-20	Dec-20	%
	MCh\$	MCh\$	MCh\$	Thous US\$	YoY	QoQ	MCh\$	MCh\$	Thous US\$	YoY
Personnel Expenses	(16.057)	(15.248)	(17.281)	(24.298)	7,6%	13,3%	(62.098)	(63.464)	(89.229)	2,2%
Administrative Expenses	(7.877)	(6.365)	(8.205)	(11.536)	4,2%	28,9%	(29.142)	(32.700)	(45.976)	12,2%
Dep. & Amortization	(3.737)	(4.006)	(4.320)	(6.074)	15,6%	7,8%	(13.930)	(15.899)	(22.354)	14,1%
Others	(559)	(877)	(704)	(990)	25,9%	(19,7%)	(2.913)	(2.979)	(4.188)	2,2%
<b>Operating Expenses</b>	<b>(28.230)</b>	<b>(26.496)</b>	<b>(30.511)</b>	<b>(42.898)</b>	<b>8,1%</b>	<b>15,2%</b>	<b>(108.083)</b>	<b>(115.041)</b>	<b>(161.747)</b>	<b>6,4%</b>

Efficiency Ratios	4Q19	3Q20	4Q20
Quarterly Efficiency	48,0%	52,2%	55,9%
YTD Efficiency	48,9%	52,9%	53,7%
12-month moving average Efficiency	48,9%	51,6%	53,7%
N° Employees	2.140	2.069	1.995

## Loan Portfolio

Gross loans as of December 2020 reached Ch\$1,635 billion, which represents an increase of 0.6% QoQ and 2.5% YoY, a level of growth lower than in previous periods, reflecting the lower levels of sales of credits during 2020.

A reflection of the above is the consumer credit, which reached an annual growth of 1.5%. This variation, despite being lower than the growth rate that the cooperative has maintained in recent years, is still relevant, especially in a context where banks have considerably reduced their exposure in this segment, increasing our market share from 6.38% in 2019 to 7.15% as of December 2020, being also one of the few financial institutions that continues with positive growth in this product.

Regarding the consumer with direct payment, this considers credits with direct payment, ex-agreement (which were originally discounted by payroll but which changed to direct payment) and renegotiated credits. The 13.4% YoY growth responds mainly to an increase in renegotiated loans, which reached an amount of \$ 49,025 million, a small portfolio that represents 4% of total consumer loans.

Mortgage loans in turn maintain a more stable growth rate, increasing 4.7% YoY. This responds to the sale strategy, which is mainly through real estate projects for the first home, mainly with a state subsidy. The LTV required for new operations is 80%.

The balance on credit cards shows a decrease of 27.8% YoY, strongly influenced by the withdrawals of funds from the Pensions Funds (AFP) during the second half of 2020, reflected in lower spending from our members on this product.

Commercial loans are made up to a greater extent by general purpose mortgage loans and to a lesser extent by commercial loans for Micro and Small Enterprises. This portfolio shows a growth of 12.6% in the quarter and 32.5% YoY due to an increase in general purpose loans, as well as an increase in commercial loans due to the support to our members through Fogape Covid credits.

Loans	dic-19	sept-20	dic-20	dic-20	%	%
	Ch\$ Million	Ch\$ Million	Ch\$ Million	USD\$ Thous	YoY	QoQ
<b>Consumer</b>	<b>1.136.814</b>	<b>1.157.579</b>	<b>1.153.883</b>	<b>1.622.354</b>	<b>1,5%</b>	<b>(0,3%)</b>
Payroll discount	1.035.284	1.041.662	1.038.718	1.460.432	0,3%	(0,3%)
Direct payment	101.530	115.917	115.165	161.922	13,4%	(0,6%)
<b>Mortgage</b>	<b>401.402</b>	<b>411.513</b>	<b>420.098</b>	<b>590.656</b>	<b>4,7%</b>	<b>2,1%</b>
<b>Commercial</b>	<b>33.577</b>	<b>39.507</b>	<b>44.474</b>	<b>62.530</b>	<b>32,5%</b>	<b>12,6%</b>
<b>Credit Cards</b>	<b>23.570</b>	<b>17.731</b>	<b>17.013</b>	<b>23.920</b>	<b>(27,8%)</b>	<b>(4,0%)</b>
<b>Total Loans Gross</b>	<b>1.595.363</b>	<b>1.626.330</b>	<b>1.635.467</b>	<b>2.299.459</b>	<b>2,5%</b>	<b>0,6%</b>



## Risk Portfolio<sup>1</sup>

The credit risk of the loan portfolio remained stable throughout the year, despite the crisis, which reflects an effective business model based on payroll discounting with a high focus on the public sector, which has been less affected from the point of view of job stability.

In the last two quarters there has been a general decline in the industry in credit risk indicators that are explained by the fund withdrawals from the AFP, where a significant percentage used the funds to pay debts, this is also the case for Coopeuch . Given the above, the annual comparison of the main indicators are as follows.

Total provisions<sup>2</sup>, which are made up of provisions for credit risk and contingent loan provisions, at the end of December 2020 totaled Ch\$56,725 million, equivalent to a provision ratio of 3.47% over total loans compared to 3, 92% in December 2019.

The non-performing loans (NPL's) decreased to 1.48%, 161bps lower compared to December 2019 (3.09%).

The NPL of the consumer portfolio (including the credit card) decreased to 1.22%, 148bps lower than December 2019, where the placements with a payroll discount, which represent 90% of this portfolio, have a NPL of 0, 55% (1.24% in December 2019).

Mortgage loans also decreased their NPL's to 2.16%, a decrease of 190bps compared to the previous year, with a portfolio stock LTV of 66.4% as of December 2020.

And finally, commercial loans, which represent 2% of the total portfolio, decrease their NPL ratio to 1.80%, an improvement of 298bps compared to 2019.

As in the previous semester, new additional provisions were created for an amount of Ch\$1,017mm, which responds to the portfolio that is exposed to the Employment Protection Law, continuing with the focus of containing possible impairments.

---

<sup>1</sup> The quarterly comparisons of risk indicators are not the best reflection of the portfolio performance, given the seasonal effect present in them due to earnings distribution on April to the members. Therefore, the annual comparison reflects in a better way the evolution of the portfolio's real behavior.

<sup>2</sup> Does not include permanent provisions required by the regulator for Ch\$ 45 million associated to the commercial portfolio. Nor does include additional provisions constituted, which are made up of Ch\$6,500 million, nor the additional provisions by specific sector that increase to Ch\$7,641 million (in total \$ 14,141 million).

<b>Risk Ratios</b>	<b>Dec-19</b>	<b>Sep-20</b>	<b>Dec-20</b>
<b>Risk Ratio<sup>1</sup></b>			
Total Loans	<b>3,92%</b>	<b>3,46%</b>	<b>3,47%</b>
Consumer <sup>2</sup>	4,76%	4,23%	4,10%
Payroll Consumer <sup>3</sup>	2,61%	2,21%	2,20%
Mortgages	1,15%	0,80%	0,82%
Commercial	8,29%	8,04%	11,81%
<b>Non-Performing Loans (NPL's)<sup>4</sup></b>			
Total Loans	<b>3,09%</b>	<b>2,16%</b>	<b>1,48%</b>
Consumer <sup>2</sup>	2,71%	2,03%	1,22%
Payroll Consumer <sup>3</sup>	1,24%	0,92%	0,55%
Mortgages	4,06%	2,47%	2,16%
Commercial	4,79%	2,63%	1,80%
<b>Coverage NPL's<sup>5</sup></b>			
Total Loans	<b>126,92%</b>	<b>160,39%</b>	<b>234,33%</b>
Consumer <sup>2</sup>	175,78%	208,70%	335,06%
Payroll Consumer <sup>3</sup>	210,25%	240,00%	396,66%
Mortgages	28,21%	32,32%	37,97%
Commercial	173,21%	306,23%	655,18%
<b>Charge Offs<sup>6</sup></b>			
Total Loans	<b>0,30%</b>	<b>0,17%</b>	<b>0,07%</b>
Consumer <sup>2</sup>	0,40%	0,24%	0,10%
Payroll Consumer <sup>3</sup>	0,08%	0,08%	0,03%
Mortgages	0,00%	0,00%	0,00%
Commercial	0,15%	-0,01%	0,01%
<b>Annual Charge Offs (12 month moving average)<sup>7</sup></b>			
Total Loans	<b>2,67%</b>	<b>2,71%</b>	<b>2,11%</b>
Consumer <sup>2</sup>	3,54%	3,65%	2,84%
Payroll Consumer <sup>3</sup>	1,06%	1,15%	0,97%
Mortgages	0,28%	0,20%	0,18%
Commercial	1,27%	0,81%	0,36%

<sup>1</sup> Risk Index: Allowances (including contingency allowance) over total Loans

<sup>2</sup> Includes credit card

<sup>3</sup> Consumer loans that are discounted by payroll, directly of the salary of the member.

<sup>4</sup> NPL's: Capital and interest of all loans with at least one unpaid installment greater than 90 days divided by the total of loans.

<sup>5</sup> NPL Coverage: Provisions for credit risk divided into NPL's.

<sup>6</sup> Charge offs less recovery (net charge offs) divided by total placements (monthly)

<sup>7</sup> The sum of the net charge offs of the last 12 months / average of the total loans in the same 12 months.

## Funding and Liquidity

Throughout the year, retail deposits showed high growth, which was strongly influenced during the second semester after withdrawals from pension funds. This is because Coopeuch was chosen for the deposit of the AFPs and also in some cases, members and clients who the deposit was on other institutions decided to invest their money in Coopeuch.

Given the above, the on demand accounts shows a significant increase in balance of 30.6% in the quarter and 737.9% YoY, totaling Ch\$123,617 million. The total accounts as of December 2020 reached 327,102, equivalent to an increase of 31,969 accounts in the quarter.

In the same line, savings accounts increased 10.5% QoQ and 41.2% YoY in terms of balance. The increase in the number of savings accounts also increased considerably with 16,692 new accounts during the quarter, totaling 880,655 active accounts.

Retail time deposits (which are available to non-members like savings accounts) also increased 2.1% QoQ and 10.6% annually. Since the beginning of the pandemic, this growth has been strongly boosted by digital channels (Coopeuch website and app), going from representing 1% in December 2019 to 12% in December 2020 of total deposits.

Wholesale financing decreased 12.3% QoQ, due to the decrease in institutional time deposits to drain excess liquidity from retail sources. Consequently, the structural liquidity ratio continues to increase, reaching 119.8% as of December 2020.

Funding	dic-19	sept-20	dic-20	dic-20	%	%
	Ch\$ Million	Ch\$ Million	Ch\$ Million	USD\$ Thous	YoY	QoQ
Demand accounts	14.752	94.678	123.617	173.804	737,9%	30,6%
Retail time deposits	251.626	272.542	278.353	391.363	10,6%	2,1%
Savings accounts	416.812	532.859	588.708	827.720	41,2%	10,5%
<b>Total retail deposits</b>	<b>683.191</b>	<b>900.078</b>	<b>990.677</b>	<b>1.392.887</b>	<b>45,0%</b>	<b>10,1%</b>
Institutional time deposits	85.962	110.860	55.463	77.980	(35,5%)	(50,0%)
Bank loans	3.799	4.158	4.343	6.106	14,3%	4,4%
Bonds	387.952	396.637	388.680	546.483	0,2%	(2,0%)
Local bonds	272.701	269.750	269.262	378.582	(1,3%)	(0,2%)
International bonds	115.250	126.887	119.418	167.901	3,6%	(5,9%)
<b>Wholesale funding</b>	<b>477.713</b>	<b>511.656</b>	<b>448.486</b>	<b>630.569</b>	<b>(6,1%)</b>	<b>(12,3%)</b>
<b>Total deposits</b>	<b>1.160.903</b>	<b>1.411.734</b>	<b>1.439.163</b>	<b>2.023.456</b>	<b>24,0%</b>	<b>1,9%</b>

Ratios	Dec-19	Sep-20	Dec-20
LTD	207,4%	160,9%	156,3%
Structural Liquidity <sup>1</sup>	104,4%	114,1%	119,8%
LCR <sup>2</sup>	219,3%	493,7%	360,7%
NSFR <sup>3</sup>	122,3%	128,6%	130,0%

<sup>1</sup> Structural Liquidity: is the funding of stable assets with permanent liabilities.

<sup>2</sup> Liquidity Coverage Ratio

<sup>3</sup> Net Stable Funding Ratio

## Capital Adequacy

Regulatory capital as of December 2020 is Ch\$577,380 million, this represents an increase of 5.5% compared to the previous year.

The regulatory capital is composed, first, by capital which is represented by the participation quotas that the members contribute monthly, where this last quarter 22,373 members were incorporated, reaching a total of 921,017 at the end of December 2020. Given the above, the capital increased by 3.1% QoQ and 10.7% YoY, totaling Ch\$411,874 million.

Secondly, the legal reserves, which remain unchanged from the previous year at Ch\$112,609 million.

And in third and last place, only between the continuous months from December to April, the remainder of the year is also part of the regulatory capital, which at the end of December totaled Ch\$52,897 million.

Risk weighted assets (APR) totaled Ch\$1,548,194 million, an increase of 6.4% compared to the previous year. The Basel ratio (regulatory capital over risk-weighted assets) decreased 30bps compared to December 2019, to 37.3%, explained by a greater speed in the growth of assets, especially in the investment portfolio.

Capital	dic-19	sept-20	dic-20	dic-20	%	%
	Ch\$ Million	Ch\$ Million	Ch\$ Million	USD\$ Thous	YoY	QoQ
Regulatory Capital	547.268	512.024	577.380	811.794	5,5%	12,8%
Risk Weighted Assets	1.455.574	1.509.161	1.548.194	2.176.753	6,4%	2,6%
Basel Ratio	37,6%	33,9%	37,3%			

Equity	dic-19	sept-20	dic-20	dic-20	%	%
	Ch\$ Million	Ch\$ Million	Ch\$ Million	USD\$ Thous	YoY	QoQ
Capital	372.022	399.415	411.874	579.093	10,7%	3,1%
Reserves	112.609	112.609	112.609	158.328	0,0%	0,0%
Surplus from prior period	0	0	0	0	-	-
Market value adjustments	(2.810)	(5.668)	(1.777)	(2.498)	(36,8%)	(68,7%)
Earnings for the period	71.278	46.372	62.212	87.470	(12,7%)	34,2%
Less: Readjustments of participation quotas	(8.641)	(5.352)	(9.316)	(13.098)	7,8%	74,0%
Less: provisions for distributions on paid in capital and surplus	(62.636)	(41.020)	(52.897)	(74.372)	(15,5%)	29,0%
<b>Total Equity</b>	<b>481.822</b>	<b>506.356</b>	<b>522.707</b>	<b>734.923</b>	<b>8,5%</b>	<b>3,2%</b>

## Credit Ratings

- **International Rating:** The Cooperative maintains credit ratings by the three leading international agencies.

MOODY'S	
Outlook	Stable
LT local and foreign currency deposit ratings	Baa1
LT foreign currency senior unsecured debt	Baa1
ST local and foreign currency deposit	P – 2
Baseline Credit Assessment	Baa2
Adjusted Baseline Credit Assessment	Baa2
Counterparty Risk Assessment	A3 (cr) / P-2 (cr)

STANDARD & POOR'S	
Outlook	Negative
Local Currency LT	BBB+
Local Currency ST	A – 2
Foreign Currency LT	BBB+
Foreign Currency ST	A – 2

- **Local Rating:** Local classifications maintained with two agencies.

FELLER RATE	
Outlook	Stable
Solvency	AA
Term deposits up to one year	Level 1+
Term deposits over one year	AA
Bond Lines	AA

FITCH RATINGS	
Outlook	Stable
National Long Term Rating	AA (cl)
National Short Term Rating	N1+ (cl)
National LT Rating Bond Program and Debt	AA (cl)

## ANNEXES

### • Quarterly Income Statement

	Quarters				% YoY	% QoQ
	4Q19	3Q20	4Q20	4Q20		
	MCh\$	MCh\$	MCh\$	Thous US\$		
Interest income	64.719	56.480	65.731	92.418	1,6%	16,4%
Interest expense	(12.942)	(8.147)	(13.112)	(18.436)	1,3%	61,0%
<b>Net interest income*</b>	<b>51.777</b>	<b>48.334</b>	<b>52.619</b>	<b>73.982</b>	<b>1,6%</b>	<b>8,9%</b>
Fee and commission income	6.023	3.848	3.474	4.884	(42,3%)	(9,7%)
Fee and commission expense	(1.175)	(1.745)	(1.901)	(2.673)	61,8%	9,0%
<b>Net fee and commission income</b>	<b>4.848</b>	<b>2.103</b>	<b>1.572</b>	<b>2.211</b>	<b>(67,6%)</b>	<b>(25,2%)</b>
Net financial operations income	1.838	160	192	270	(89,5%)	20,1%
Other operating income (expense)	340	155	197	277	(42,0%)	27,2%
<b>Gross operating income</b>	<b>58.802</b>	<b>50.752</b>	<b>54.581</b>	<b>76.740</b>	<b>(7,2%)</b>	<b>7,5%</b>
Provision for loan losses	(13.305)	(8.398)	(8.307)	(11.680)	(37,6%)	(1,1%)
Operating expenses	(28.230)	(26.496)	(30.511)	(42.898)	8,1%	15,2%
<b>Net operating income</b>	<b>17.268</b>	<b>15.857</b>	<b>15.763</b>	<b>22.162</b>	<b>(8,7%)</b>	<b>(0,6%)</b>
Result for investments in companies	(38)	(38)	345	485	(1.009,1%)	(1.012,3%)
Tax expense	(562)	(306)	(268)	(377)	(52,4%)	(12,4%)
<b>Net income for the period</b>	<b>16.668</b>	<b>15.514</b>	<b>15.840</b>	<b>22.271</b>	<b>(5,0%)</b>	<b>2,1%</b>

### • YTD Income Statement

	YTD			% YoY
	Dec-19	Dec-20	Dec-20	
	MCh\$	MCh\$	Thous US\$	
Interest income	247.955	244.769	344.145	(1,3%)
Interest expense	(51.807)	(44.965)	(63.221)	(13,2%)
<b>Net interest income*</b>	<b>196.149</b>	<b>199.804</b>	<b>280.923</b>	<b>1,9%</b>
Fee and commission income	23.620	15.952	22.428	(32,5%)
Fee and commission expense	(3.818)	(6.311)	(8.874)	65,3%
<b>Net fee and commission income</b>	<b>19.802</b>	<b>9.640</b>	<b>13.554</b>	<b>(51,3%)</b>
Net financial operations income	3.802	3.929	5.525	3,3%
Other operating income (expense)	1.125	1.010	1.420	(10,3%)
<b>Gross operating income</b>	<b>220.878</b>	<b>214.384</b>	<b>301.422</b>	<b>(2,9%)</b>
Provision for loan losses	(39.863)	(35.957)	(50.556)	(9,8%)
Operating expenses	(108.083)	(115.041)	(161.747)	6,4%
<b>Net operating income</b>	<b>72.932</b>	<b>63.385</b>	<b>89.119</b>	<b>(13,1%)</b>
Result for investments in companies	(38)	109	154	(388,0%)
Tax expense	(1.617)	(1.282)	(1.803)	(20,7%)
<b>Net income for the period</b>	<b>71.278</b>	<b>62.212</b>	<b>87.470</b>	<b>(12,7%)</b>

- **Balance Sheet**

Balance Sheet	dic-19	sept-20	dic-20	dic-20	%	%
	Ch\$ Million	Ch\$ Million	Ch\$ Million	USD\$ Thous	YoY	QoQ
<b>ASSETS</b>						
Cash and bank deposits	64.502	52.425	62.139	87.367	(3,7%)	18,5%
Net loans	1.533.842	1.571.009	1.579.510	2.220.784	3,0%	0,5%
Instruments held for trading	0	1.000	1.000	1.406	-	-
Instruments available-for-sale	143.738	375.667	409.521	575.784	184,9%	9,0%
Investments in companies	390	154	517	727	32,6%	235,7%
Intangible assets	7.475	9.398	11.070	15.564	48,1%	17,8%
Fixed Assets	4.501	5.641	5.634	7.921	25,2%	(0,1%)
Assets in lease	40.652	39.864	38.890	54.680	(4,3%)	(2,4%)
Other assets	38.979	50.884	52.761	74.181	35,4%	3,7%
<b>Total assets</b>	<b>1.834.080</b>	<b>2.106.042</b>	<b>2.161.041</b>	<b>3.038.413</b>	<b>17,8%</b>	<b>2,6%</b>
<b>LIABILITIES</b>						
Deposits and other demand liabilities	40.278	120.135	150.108	211.051	272,7%	24,9%
Time deposits and other time liabilities	754.400	916.260	922.523	1.297.063	22,3%	0,7%
Liabilities with financial institutions	3.799	4.158	4.343	6.106	14,3%	4,4%
Issued debt instruments	387.952	396.637	388.680	546.483	0,2%	(2,0%)
Obligations for lease agreements	34.476	33.983	33.196	46.673	(3,7%)	(2,3%)
Income tax payable	1.620	951	1.070	1.504	(33,9%)	12,5%
Provisions	80.820	67.170	80.305	112.909	(0,6%)	19,6%
Other liabilities	48.914	60.391	58.109	81.701	18,8%	(3,8%)
<b>Total Liabilities</b>	<b>1.352.258</b>	<b>1.599.686</b>	<b>1.638.334</b>	<b>2.303.490</b>	<b>21,2%</b>	<b>2,4%</b>
<b>EQUITY</b>						
Capital	372.022	399.415	411.874	579.093	10,7%	3,1%
Reserves	112.609	112.609	112.609	158.328	0,0%	0,0%
Earnings from previous year	0	0	0	0	-	-
Market value adjustments	(2.810)	(5.668)	(1.777)	(2.498)	(36,8%)	(68,7%)
Earnings for the period	71.278	46.372	62.212	87.470	(12,7%)	34,2%
Less: Readjustments of participation quotas	(8.641)	(5.352)	(9.316)	(13.098)	7,8%	74,0%
Less: provisiones for distributions on paid in capital and surplus	(62.636)	(41.020)	(52.897)	(74.372)	(15,5%)	29,0%
<b>Equity</b>	<b>481.822</b>	<b>506.356</b>	<b>522.707</b>	<b>734.923</b>	<b>8,5%</b>	<b>3,2%</b>
<b>Total Liabilities &amp; Equity</b>	<b>1.834.080</b>	<b>2.106.042</b>	<b>2.161.041</b>	<b>3.038.413</b>	<b>17,8%</b>	<b>2,6%</b>

- **Main Indicators resume**

<b>FINANCIAL RATIOS</b>	<b>Dec-19</b>	<b>Sep-20</b>	<b>Dec-20</b>
LTD	207,42%	160,87%	156,33%
YTD ROA	3,89%	2,94%	2,88%
ROAA	4,11%	3,29%	3,11%
YTD ROE	14,79%	12,21%	11,90%
ROAE	15,34%	12,90%	12,47%
Efficiency (YTD)	48,93%	52,90%	53,66%
12 month moving average Efficiency	48,93%	51,58%	53,66%
Core Capital / Risk Weighted Assets	37,60%	33,93%	37,29%
Core Capital / Total Assets	30,17%	24,72%	27,08%
Core Capital	547.268	512.024	577.380
Risk Weighted Assets	1.455.574	1.509.161	1.548.194
<b>OPERATIONAL INDICATORS</b>			
Members	824.419	898.644	921.017
Branches (*)	81	81	81
Employees	2.140	2.069	1.995

(\*) Does not include corporate building nor offices inside agreements.

- **Notes**

- Amounts in millions of current Chilean pesos
- Exchange rate used 1USD = 711,24 CLP



INVESTOR RELATIONS

**Claudia Villalón Henríquez**

+56 2 23286751

[claudia.villalon@coopeuch.cl](mailto:claudia.villalon@coopeuch.cl)



**COOPEUCH**

INSTITUCIÓN FINANCIERA COOPERATIVA