

Earnings Conference Call 4Q24

April 3, 2025



Agenda

- Highlights
- 2. Business performance
- Key takeaways



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1.

Financial Highlights full year 2024 vs 2023:



Solid performance driven by diversified business model and efficient cost management

Revenue

USD \$147.6 MM

Total revenue +13%
Non-trading revenues +12%
Trading revenues +14%

EBITDA

USD \$64.9 MM

EBITDA +28%
EBITDA Margin 44%
(up from 39%)
Operating Expenses* +2%

Net Profit

USD \$38.1 MM

Net Profit +22% Net Margin 26% (up from 24%)



Financial Highlights QoQ 4Q24 vs 3Q24:



Stable revenue performance in line with annual average, bottom line affected by D&A and PPA adjustments

Revenue

USD \$35.9 MM

Total revenue -1%
Non-trading revenues -1%
Trading revenues -2%

EBITDA



EBITDA -3%
EBITDA Margin: 40%
Operating Expenses* +1%

Net Profit



Net Profit -46% Net Margin 21%

Corporate Highlights



Market Highlights

- Strong ADTVs* in 2024: USD \$9.6 Bn: +17% | + USD \$1.4 Bn
- **nuam** joined IGPA index in March (2nd most relevant index in Chile, with 51 constituents)
- Received 2nd analyst coverage as an issuer
- Upgraded to 2 new market makers (starting April 3, 2025)
- Annual shareholders meeting: April 24, 2025
 - Profit distribution proposal:
 - Dividend per share: CLP \$181,86 | +30% YoY
 - 2025 Dividend policy proposal: from 50% to 70% payout ratio

Projects Overview

- Regional Go to Market Strategy updates:
 - <u>Upcoming equity projects</u>: Trading engine (Nasdaq) and workstation (Devexperts)
 - Current status: on-going market testing and user training
 - Day 0 go live: June 2025
- Nasdaq alliance enhancement with new CSD platform
- Final operational model (harmonized trading rules) approval still pending (active interactions with regulators)



Market highlights full year 2024:

Encouraging performance in all market segments, specially in fixed income and C&S volumes

(in Bn USD)	2024	2023	Var %	Var \$
Market Cap	321	314	2%	7
Equity	46	41	11%	5
Fixed Income	1.048	820	28%	229
Derivatives	768	706	9%	62
FX	434	396	10%	39
Clearing & Settlement	1.808	1.474	23%	334
Custody	252	258	-2%	-5

- Value of all locally listed companies across the three exchanges
- Local and international traded volumes
- On and off exchange (OTC) traded volumes
- On and off exchange (OTC) traded volumes
- OTC FX traded volumes, from SET
 ICAP (Colombia) and Datatec (Peru)
- Total volume cleared in CRCC (Colombia), CCLV (Chile) and Cavali (Peruvian CSD)
- Assets under custody in Cavali (Peru) and Deceval (Colombia)



Market highlights QoQ 4Q24 vs 3Q24:



Lower market activity affected segments across the board during 4Q24

(in Bn USD)	4Q24	3Q24	Var %	Var \$
Market Cap	321	343	-6%	-22
Equity Volume	11,3	11,8	-4%	-0,5
Fixed Income Volume	262	294	-11%	-32
Derivatives Volume	190	198	-4%	-7
FX	103	107	-4%	-4
Clearing & Settlement	411	481	-15%	-70
Custody	252	257	-2%	-5

- Value of all locally listed companies across the three exchanges
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- On and off exchange (OTC) traded volumes
- On and off exchange (OTC) traded volumes
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Income Statement highlights (MM USD)



Solid overall 2024 performance despite of the challenging financial results in the last quarter

	QoQ					
	4Q24	3Q24	Var %	Var \$		
Revenue	35,9	36,4	-1%	-0,5		
Operating Expenses*	24,5	24,5	0%	0,0		
EBITDA	14,5	14,9	-3%	-0,4		
Net Profit	7,5	13,8	-46%	-6,4		
EBITDA Margin	40%	41%				
Net Profit Margin	21%	38%				

	YoY								
2024	2023	Var %	Var \$						
147,6	130,9	13%	16,6						
95,3	93,5	2%	1,9						
64,9	50,7	28%	14,2						
38,1	31,2	22 %	6,9						
		_							
44%	39%								
26%	24%								

QoQ highlights

- Slight decrease in total revenue and flat operating expenses
- Lower market dynamic in all business lines during the last quarter of 2024. However, the overall year trend on every business line is positive

YoY highlights

- Positive trends on key indicators due to growth on all business lines
- Double digit growth on revenues and cost control on expenses, resulting in an outstanding EBITDA increase
- Net Profit growth impacted by PPA Adjustment and income tax increase. However, it has a double-digit growth

Revenues highlights (MM USD)



Continued solid topline growth on a YoY basis despite lower market dynamic during last quarter

YoY

Business Lines	4Q24	3Q24	Var %	Var \$
Listing & Issuer Services	4,1	4,0	0%	0,0
Trading	5,4	5,5	-2%	-0,1
Post-trade	17,3	17,4	-1%	-0,1
C&S	6,7	6,6	2%	0,1
Custody	10,7	10,9	-2%	-0,3
Information	5,1	5,0	3%	0,2
VA Services*	3,6	4,0	-10%	-0,4
Other**	0,4	0,5	-16%	-0,1
TOTAL	35,9	36,4	-1%	-0,5

QoQ highlights

- VA Services affected by client's system activity
- Lower market dynamism

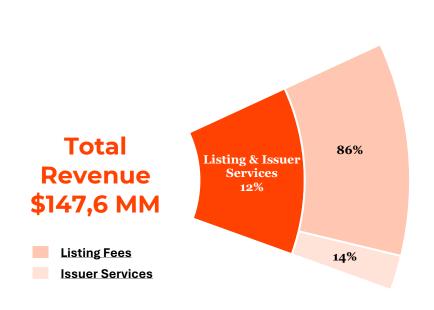
YoY highlights

- Solid growth on all core business lines
- Double digit increases in Trading and Post-trade



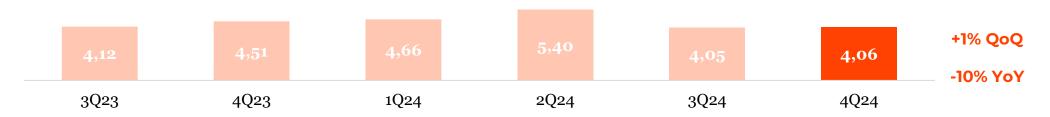
2.

Listing and Issuer Services: +6% full year 2024 to USD \$18,1 MM



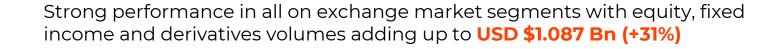
Solid performance in overall issuance volumes continuing with quarterly trend. Year ended with 211 corporate events totaling USD \$12 Bn (+19%YoY)

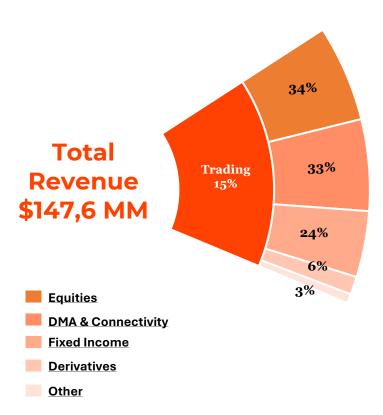
- # of Local Issuers 2024:
 - 437 Equity –10
 - o 313 Fixed Income +6
 - 975 Funds +80
 - o 15 ETFs +3
- Issuance 2024 by category:
 - 125 Debt issuance +31 totaling USD\$5.8 Bn
 - o 60 Follow-ons -8 totaling USD\$1.4 Bn
 - 12 Tender offers +7 totaling USD\$3.8 Bn
 - 8 Stock buybacks +4 totaling USD\$71 Mn





Trading: +14% full year 2024 to USD \$22,8 MM





Equities:

- o Volumes: +11% YoY to USD \$46 Bn
- Trades: +17% YoY to 12,5 MM

Fixed Income:

- Volumes: +30% YoY to USD \$969 Bn
- Trades: +0% YoY to 488 k

Derivatives:

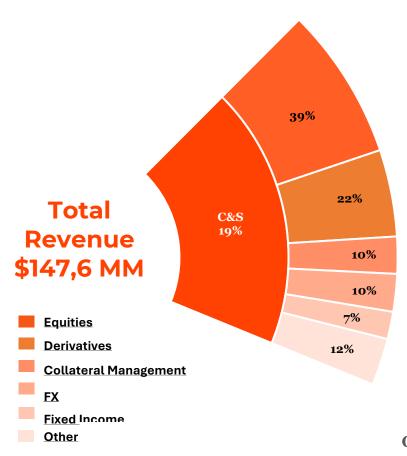
- Volumes: +72% YoY to USD \$72 Bn*
- # of Contracts: +200% YoY to 5 MM



^{*} Includes Only Standard Derivatives

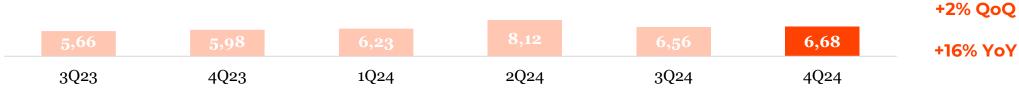


Clearing & Settlement: +30% full year 2024 to USD \$27,6 MM



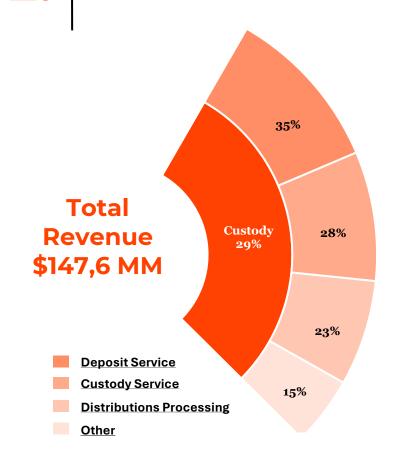
Outstanding performance reflected in double digit increases in all clearing segments adding up to USD \$1.808 Bn (+23%)

- YoY C&S total Volumes by market segment:
 - Fixed Income: +26% to USD \$1.055 Bn
 - FX: +12% to USD \$418 Bn
 - OTC Derivatives: +17% to USD \$216 Bn
 - On-exchange Derivatives: +71% to USD \$72 Bn
 - Equities: **+24**% to **USD \$56 Bn**
- Open Interest: +14% YoY to USD \$37 Bn
- Collateral management: -47% YTD to USD \$82 MM



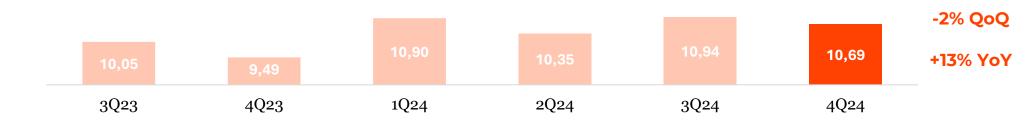


Custody: +17% full year 2024 to USD \$42,9 MM



Substantial revenue increase driven by dynamic performance across all custody services, despite -2% YoY on securities under custody to USD \$252 Bn mainly due to FX fluctuations in Colombia

- Securities Under Custody:
 - Equity: +20% to USD \$132 Bn
 - o Fixed Income: -18% to USD \$121 Bn
- DvP* and FoP** transactions: +76% YoY to 1.7 MM
- Distributions Processing: +27% YoY to USD \$84 Bn

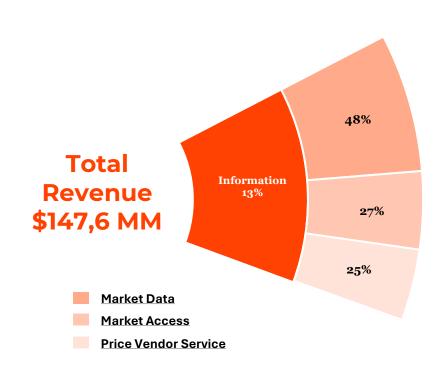


^{*}DvP: Delivery versus payment

** FoP: Free of payment



2. Information: +3% full year 2024 to USD \$19,4 MM



Slight increase driven by positive performance in price vendor services (+17% in revenue) and market access (+5% in revenue)

- Market Data vendor end-user subscriptions (both local + international):
 -1.7 k | -18% YoY to 7.916
- Workstations*: +7 | +0% YoY to 1.933
- Precia (drivers of top 4 services/market segments: +70% revenue combined)
 - +2 suscriptions to 131 in valuation inputs for OTC Derivatives
 - +20 suscriptions to 145 in Fixed Income (local)
 - -16% # of contracts to 245k in OTC Derivatives Portfolio valuation
 - +3 suscriptions to 71 in Fixed Income (international)

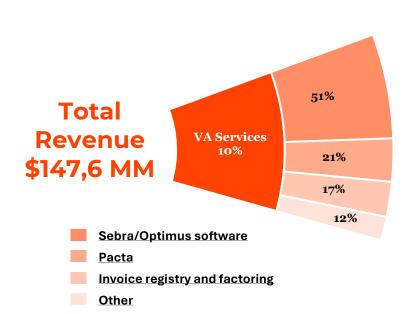


^{*:} includes passive workstations in Chile, and active + passive workstations in Colombia and Peru

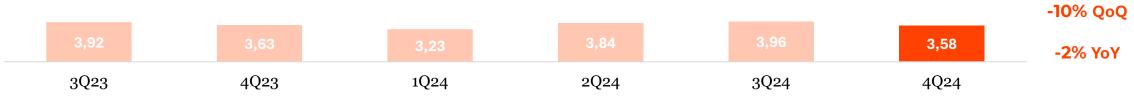


2. VA services: +2% full year 2024 to USD \$14,6 MM

Slight increase primarily driven by a **34% revenue growth** in Pacta and **13% revenue growth** in invoice registry and factoring.



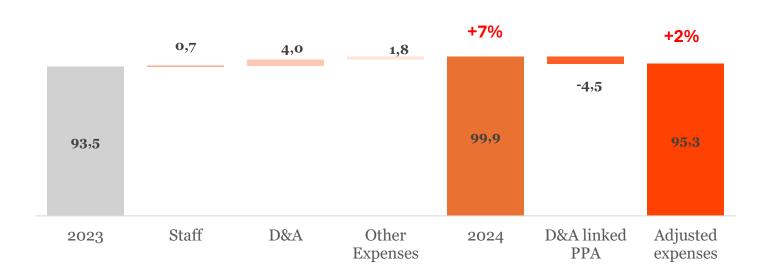
- Sebra/Optimus: 58% market share (exclusively in Chile)
 - Sebra: 10 brokers (- 2)
 - Variable operational use: +6% YTD to 281 MM
 - Optimus: 4 brokers (+1)
 - Variable operational use: +40% YTD to 43 MM
- Pacta (digital promissory notes) YoY 2024:
 - Documents in custody +19% to 32 MM
 - Issuance (# of documents): -8% to 5.6 MM
 - # of transactions: +16% to 2.7 MM
- <u>Factrack</u>: registered invoices +25% YoY to 1.9 MM



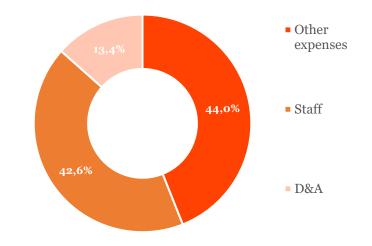
2024 Full Year Expenses (MM USD)



Adjusted Operating Expenses grew +2% YoY in line with operational efficiencies and cost control



Adjusted expenses distribution



Staff

+2% YoY slight increase explained by:

- CPI effects
- Salaries increase
- Benefits Provisions

D&A

PPA and asset useful life adjustment resulting on USD **-\$4.5 MM**



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- **3.** Key takeaways



3. Key Takeaways (2024)





Consistently solid operational performance with +13% revenue growth driven by diversified and resilient business model



EBITDA margin at 44% achieved by synergies and efficient cost management



nuam single market projects on track and according to plan

Testing

Testing

Key Takeaways (GTM Strategy)





Annual Shareholders meeting



Date: April 24th, 2025 Time: 11am, Santiago time Location: W Hotel, Santiago, Chile Board of director's election Annual report approval Financial statements approval Profit distribution proposal: Total: CLP \$16.072 million | +35% YoY Dividend per share: CLP \$181,86 | +30% YoY Single payment on May 9th, 2025

Directors and its committees External Auditor designation

payout ratio

General information

- Format: in person (streaming will be available)
- Participation requirements: Specific process in each country (power of attorney, proxy voting)

2025 Dividend distribution policy proposal: from 50% to 70%

Compensation and Budget approval for the Board of

 Additional documentation: will be posted on nuam's website https://www.nuamx.com/informacion-accionistas



Q&A









Thank You

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The financial data included in the presentation are "non-IFRS financial measures," including Adjusted Revenue, Total Adjusted Revenue, EBITDA, Adjusted EBITDA margin, Operating Cash Flow, Capex, Capex as a % of total adjusted revenues, Changes in working capital, Cash Conversion and Free Cash Flow to Equity. Although nuam believes these non-IFRS financial measures provide useful information to users in measuring the financial performance and condition of its business, users are cautioned not to place undue reliance on any non-IFRS financial measures and ratios included in this presentation. Financial data are presented in United States dollars (USD) rounded to the nearest million. Due to such rounding, there may be discrepancies in the tables between the totals and the sums of the amounts listed.

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This presentation contains forward looking statements. Examples of these forward looking statements include, but are not limited to, statements of plans, objectives or goals and statements of assumptions underlying those statements. Words such as "may", "will", "expect", "intend", "plan", "estimate", "anticipate", "believe", "continue", "probability", "risk" and other similar words are intended to identify forward looking statements but are not the exclusive means of identifying those statements. By their very nature, forward looking statements involve inherent risks and uncertainties, both general and specific, and risks exist that such predictions, forecasts, projections and other forward looking statements will not be achieved. A number of important factors could cause our actual results to differ materially from the plans, objectives, expectations, estimates and intentions expressed in such forward looking statements. Past performance of the nuam Group cannot be relied on as a guide to future performance. Forward looking statements speak only as at the date of this presentation. nuam expressly disclaims any obligations or undertaking to release any update of, or revisions to, any forward looking statements in this presentation. No statement in this presentation is intended to be a profit forecast. As such, undue reliance should not be placed on any forward looking statement.



Annexes











<u>Listing and Issuer services</u>: revenue generated by services provided to listed companies (listing, registration and maintenance fees, public offerings), securities (stocks and bonds) and issuers (equities and fixed income).

<u>Trading</u>: revenue generated by trading fees of different market segments (equites, fixed income and derivatives) both on exchange and OTC. Also includes market access connectivity and trading terminals*.

<u>C&S</u>: revenue generated by risk management solutions to our clients, providing clearing and settlement services to on-exchange and OTC asset classes, ensuring the safety of transactions carried out through our clearing houses

<u>Custody</u>: revenue generated by safeguarding investor assets, executing corporate events, and performing distribution processing

<u>Information:</u> revenue generated by the sale of market data, market access, workstations, connectivity, price vendor services and indices licensing

<u>VA Services:</u> revenue generated by the sale of front, middle and back-office software for brokerage houses, investment management platform for multi-family offices, digital promissory notes and factoring registration platform services

Quarterly Pro Forma Income Statements 2023



(in MM USD)

	1Q23	2Q23	3Q23	4Q23	Total 2023
Income from ordinary activities	30,3	32,4	34,1	34,2	130,9
Post-trade	12,5	14,2	15,7	15,7	58,0
Information	4,2	4,7	4,9	5,2	18,9
Trading	5,3	5,2	4,9	4,6	20,0
Listing & Issuers Services	4,4	4,1	4,1	4,5	17,1
VA services	3,1	3,7	3,9	3,6	14,3
Innovation	0,1	0,1	0,1	0,2	0,5
Others	0,7	0,5	0,5	0,4	2,1
Costs from ordinary activities	-20,4	-21,8	-23,8	-27,4	-93,5
Staff compensation/benefits	-9,0	-9,7	-10,2	-11,2	-40,0
Depreciation and amortization	-2,7	-2,7	-2,7	-5,1	-13,2
Depreciation and amortization PPA	0,0	0,0	0,0	0,0	0,0
Depreciation and amortization	-2,7	-2,7	-2,7	-5,1	-13,2
Other costs, by nature	-8,7	-9,4	-10,9	-11,2	-40,2
Operational profit	9,8	10,5	10,3	6,8	37,5
Operational profit margin	33 %	33 %	30 %	20%	29 %
Non ordinary activities	0,7	0,9	0,5	1,1	3,2
Equity method profit	1,7	1,4	1,3	1,0	5,4
Profit / losses, before taxes	12,3	12,8	12,2	8,8	46,1
Costs from income tax	-3,9	-4,2	-4,2	-2,5	-14,9
Income tax	-3,9	-4,2	-4,2	-2,5	-14,9
Income tax provision	0,0	0,0	0,0	0,0	0,0
Profit / losses	8,4	8,6	8,0	6,3	31,2

Average FX rates (Chile) 1Q23: 811,5 2Q23: 800,6 3O23: 850.1

Quarterly Pro Forma Income Statements 2023

⊅nuam

(in thousands of CLP)

	1Q23	2Q23	3Q23	4Q23	Total 2023
Income from ordinary activities	24.579.987	25.915.489	28.963.911	30.132.325	109.591.712
Post-trade	10.146.681	11.350.471	13.310.882	13.833.985	48.642.018
Information	3.401.450	3.731.486	4.129.025	4.581.664	15.843.624
Trading	4.275.328	4.154.448	4.187.173	4.085.528	16.702.477
Listing & Issuers Services	3.552.190	3.255.443	3.499.126	3.976.850	14.283.609
VA services	2.521.008	2.945.805	3.329.575	3.198.921	11.995.310
Others	683.330	477.837	508.131	455.377	2.124.674
Costs from ordinary activities	-16.590.837	-17.471.711	-20.196.944	-24.166.399	-78.425.890
Staff compensation/benefits	-7.316.804	-7.732.846	-8.646.309	-9.865.106	-33.561.064
Depreciation and amortization	-2.177.642	-2.197.831	-2.283.244	-4.468.773	-11.127.489
Other costs, by nature	-7.096.391	-7.541.034	-9.267.391	-9.832.520	-33.737.337
Operational profit	7.989.150	8.443.779	8.766.967	5.965.926	31.165.822
Operational profit margin	33%	33%	30%	20%	28%
Non ordinary activities	579.437	686.175	445.162	947.277	2.658.051
Equity method profit	1.391.789	1.136.258	1.135.660	861.671	4.525.379
Profit / losses, before taxes	9.960.376	10.266.212	10.347.790	7.774.874	38.349.252
Costs from income tax	-3.171.004	-3.390.840	-3.577.015	-2.226.175	-12.365.034
Profit / losses	6.789.371	6.875.373	6.770.775	5.548.699	25.984.218

Income Statements 2024

(in MM USD)



	1Q24	2Q24	3Q24	4Q24	Total 2024
Income from ordinary activities	35,9	39,5	36,4	35,9	147,6
Post-trade	17,6	18,4	17,4	17,3	70,8
Custody	10,9	10,3	10,9	10,7	42,9
C&S	6,2	8,1	6,6	6,7	27,6
Information	4,7	4,6	5,0	5,1	19,4
Trading	5,3	6,7	5,5	5,4	22,8
Listing & Issuers Services	4,7	5,4	4,0	4,1	18,2
VA services	3,2	3,8	4,0	3,6	14,6
Innovation	0,1	0,1	1,2	0,0	1,4
Others	0,3	0,4	-0,7	0,0	0,0
Costs from ordinary activities	-26,1	-26,7	-21,3	-25,7	-99,9
Staff compensation/benefits	-10,3	-10,1	-10,2	-10,1	-40,7
Depreciation and amortization	-6,5	-6,5	0,1	-4,3	-17,2
Depreciation and amortization PPA	-3,2	-3,3	4,3	-0,8	-3,1
Depreciation and amortization	-3,2	-3,2	-3,1	-3,1	-12,6
Other costs, by nature	-9,4	-10,1	-11,3	-11,3	-42,0
Operational profit	9,8	12,8	15,0	10,1	47,7
Operational profit margin	0,3	0,3	0,4	0,3	0,3
Non ordinary activities	1,7	1,2	2,0	0,8	5,6
Equity method profit	1,5	1,7	1,6	1,4	6,2
Profit (losses), before taxes	12,9	15,7	18,5	12,3	59,5
Costs from income tax	-11,4	-0,4	-4,7	-4,8	-21,4
Income tax	-4,9	-6,1	0,0	0,0	-11,0
Income tax provision	-6,6	5,7	0,0	0,0	-0,8
Profit (losses)	1,5	15,3	13,8	7,5	38,1

Income Statements 2024

(in thousands of CLP)



	1Q24	2Q24	3Q24	4Q24	Total 2024
Income from ordinary activities	33.925.219	36.925.305	33.867.952	34.480.595	139.199.071
Post-trade	16.666.543	17.180.936	16.244.790	16.674.615	66.766.884
Information	4.429.742	4.349.006	4.622.790	4.938.888	18.340.426
Trading	5.034.365	6.243.363	5.106.148	5.145.355	21.529.231
Listing & Issuers Services	4.402.040	5.048.619	3.769.882	3.908.674	17.129.215
VA services	3.057.783	3.589.244	3.693.685	3.439.198	13.779.910
Others	334.746	514.137	430.657	373.864	1.653.404
Costs from ordinary activities	-24.702.471	-24.954.611	-19.883.878	-24.749.357	-94.290.316
Staff compensation/benefits	-9.728.119	-9.411.245	-9.510.217	-9.749.084	-38.398.665
Depreciation and amortization	-6.115.149	-6.068.467	107.203	-4.172.437	-16.248.851
Other costs, by nature	-8.859.203	-9.474.899	-10.480.863	-10.827.835	-39.642.801
Operational profit	9.222.748	11.970.694	13.984.074	9.731.238	44.908.755
Operational profit margin	27,19 %	32,42%	41,29 %	28,22%	32,26%
Non ordinary activities	1.614.405	1.106.763	1.836.313	725.989	5.283.470
Equity method profit	1.405.202	1.628.207	1.460.082	1.368.504	5.861.995
Profit / losses, before taxes	12.242.355	14.705.665	17.280.469	11.825.731	56.054.220
Costs from income tax	-10.806.165	-369.869	-4.403.661	-4.652.159	-20.231.854
Profit / losses	1.436.190	14.335.796	12.876.807	7.173.572	35.822.366

Market Figures 2023

(in Bn USD)

* # of trades



	1Q23	2Q23	3Q23	4Q23	Total	
Equity Volume	10,5	11,0	10,6	9,1	41,3	
Equity trades*	2.845.291	2.489.196	2.755.914	2.537.873	10.628.274	
		:		:		
Fixed Income Volume (On-exchange)	187,4	191,2	191,0	176,7	746,3	
Fixed Income trades* (On-exchange)	124.361	119.388	121.055	113.501	478.305	
Fixed Income Volume (OTC)	16,1	16,7	19,8	20,6	73,2	
		:	:	:	:	
FX Volume (OTC)	107,0	100,2	95,9	92,4	395,5	
Derivatives Volume (ON exchange)	10,8	9,5	8,2	13,2	41,7	
Derivatives contracts* (ON exchange)	296.930	380.328	374.522	622.406	1.674.186	
Derivatives Volume* (OTC)	177,5	178,4	163,2	144,9	664,0	

Average FX rates (Chile) 1Q23: 811,5 2Q23: 800,6 3Q23: 850,1 4Q23: 895,8

Market Figures 2024

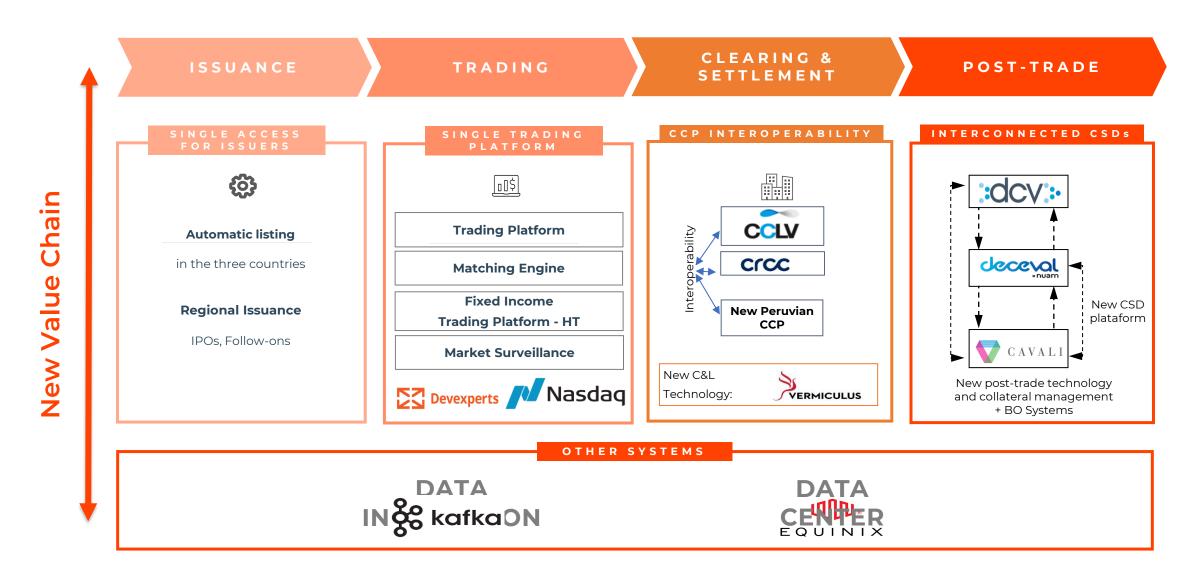
(in Bn USD)



	1Q24	2Q24	3Q24	4Q24	TOTAL	Var% vs 2023
Equity Volume	10,2	12,5	11,8	11,3	46	11%
Equity trades*	2.958.735	3.712.246	2.890.304	2.894.946	12.456.231	17%
Fixed Income Volume (ON exchange)	198,1	255,4	272,8	242,6	969	30%
Fixed Income trades* (ON exchange)	111.837	119.739	129.109	117.074	477.759	0%
Fixed Income Volume (OTC)	19,7	20,0	20,9	18,9	79	9%
FX Volume (OTC	106,1	118,0	107,2	103,1	434	10%
Derivatives Volume (ON exchange)	13,7	17,0	20,2	20,7	72	71%
Derivatives contracts* (ON exchange)	761.186	1.125.721	1.804.487	1.323.810	5.015.204	200%
Derivatives Volume (OTC)	168,4	181,1	177,3	169,6	696	5%



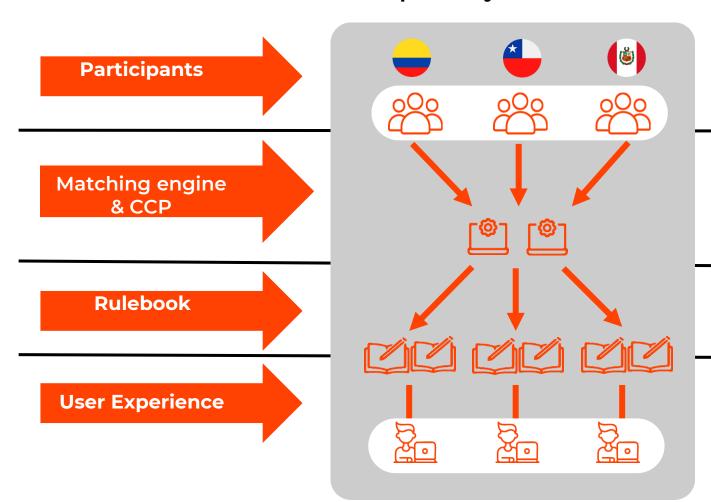
We innovate. We transform. We connect.



Go to market: This is how our single market comes to be



Interoperability and direct access



Direct access to all assets of Chile, Colombia and Peru

- Single Matching engine
- New Peruvian CCP and unified CCP system in the three countries
- Direct access and interoperatibilty

Unified trading and post-trading rulebook for the three countries

Uniform user experience

IGPA index: features and characteristics



• Why is it relevant? Because it is a requirement for all companies trying to make the IPSA index, which is our ultimate goal

Features:

- o Components: 51
- o Sub-indexes: IGPA Large, medium, small cap and mid-small cap

Calculation methodology:

- <u>Elegible universe</u>: all companies locally listed in the Santiago Exchange, that meet the following criteria:
 - Bursatility: 25% and above
 - <u>Traded Volumes</u>: at least UF10,000 in the past 12 months (\$400,000 USD aprox.)
 - Investable Weight Factor: 5% and above

Rebalancing:

- o <u>Periodicity</u>: annual
- Cut off date: 3rd Friday of February
- Rebalancing date: 3rd Friday of March



Earnings Conference Call 4Q24

April 3, 2025