

Plain Wordly Transcript - 2023-09-12T15:57:40.621Z
For GFANZ SOLEDAD.m4a (en, speech)

Well, greetings to everyone from BancoEstado de Chile, I want to start by telling you vehemently that BancoEstado is the state bank, a bank 100% owned by the Government of the State of Chile, rather, no, but that it has a special peculiarity in Chile although it is a bank that belongs 100% to the state in a bank that is governed by all the commercial rules of the nice rest, right? And therefore it makes us be very creative to fulfill our social impact role that we seek but within the same rules of the game as the rest of the commercial banking sector. Night is a bank that has more than 1,500,000 clients. 84% of the country's inhabitants are clients of the bank. We have about 90% of the companies in Chile. It was before the bank and lately the entire State, not the public institutions, also work with us, which is what I most miss.

BancoEstado in the rut account, which is a debit account that has been a fundamental lever for financial inclusion in Chile, we have no more than almost 15000000 Rubén account this minute from the mind of all the inhabitants and they have this means that this debit card debit that allows them not to be able to use financial services for all their needs in personal terms. We are the largest bank in Chile. We are in all the communes of our country and in a good part of that commune we are the only bank present within the country, having done that context a little, explain to them what our trajectory has been in terms of everything that is the transition plan, not that it has been working, they have already told us for some years and start the first by talking about respect for how the bank addressed the issue. of metrics not the issue of transition and as I convince.

Connect blecer, objectives and generating a plan that allows you to move towards carbon neutrality and that is the first thing I am going to talk about with this first point to tell you that BancoEstado party on these issues. I would say they are the five six years ago originally measuring this operational flight Roscoe footprint operation at scope 1 and 2 not of the carbon footprint measurement methodology. We had been doing that for so many years and from that knowledge and from below the social solar of being able to see how our clients also support them so that they can do the same, so first the first stage was measuring and the second stage had to do with how We have started to look at what our clients were doing regarding this issue and that translated into something that we have called the world offer but it is that a series of

Financial that what they are looking for is can encourage that it is not enough company or person or people to either produce cleaner in the case of the cleaner company with more environmental awareness or here seeing environmentally friendly practices in the case of People like the issue of mobility or the issue of sustainable sustainable housing. In the year 1001 we learned about the UN's Ray Sur campaign and the bank made the decision to join, that campaign perhaps what made us look at it because for the first time this year we had also begun to measure Alicante 3 in the footprint measurement methodology you have the cancer we discovered what I have seen in the client not that my phone number is not called and finally for the van with the issuance of financial represents

practically the 99% the footprint walking by s range 1 99 percent of your footprint carbon footprint.

Cheer up for the first time that in cancer I dried up financing the same thing in 2001 we joined the registry and one of the important things that we learned from having also entered into my heaven because we cast it through my uncle cantinela now No, and participating in the group of nymphs also has to do with the importance of being able to manage that imprint that we remember was on our clients could be removed and that to manage that imprint there were methodologies that were internationally recognized, what is it? that have incorporated ideal banks based on the Osa technology of the methodology of this and Albacete yesterday we also incorporated pica all methodology recognized internationally that they have allowed us to have a good dimension, what is the total, non-carbon footprint of the bank and therefore they can generate work mechanisms for each of the inhabitants, right?

So that was Mom, that was the way she died methodologically addressing the measurements and the way of working with respect to the carbon footprint, the bank and Daisy snowing a transition plan how we have gone the second point how we have been developing the metrics and the objectives that Mexicans have been giving and we have been seeking with the objective and what we have been learning in this plan. Well, not the first thing is to say that regarding the Criminal matter it has been easier, I can't reach an ear that has to do with this operation today help me it is super clear the goal is carbon in Australia in 2030 and there is a set of projects daily management , which basically has to do with how we transfer the instruments that we are there to work with on a daily basis, no, and a lot of culture of all the Bank's workers

Of the order of 15,000 workers in the entire Corporation to meet the objective, but the biggest challenge has been in how we define our objective, plans and metrics for tomorrow, our clients who respond to 99% of the bank's total emissions are explained. First we did by using Elsa and Anna's methodology that can identify where the most important part of the emissions was and without a doubt 70% of the emissions financed are in the largest companies, the large ones and therefore the first ones. that we have considered are very oriented to those large companies and as we go, what was the news also because they are large companies, many of them national that also have decarbonization plans, just as the bank has it, we have it, we bank and there the boredom challenge.

How to go and encourage me to go faster in those decarbonization plans of capturing the information about it that allows us to have a better measurement of the emissions that we are financing today, we already have the first ones worse than times in this matter of financial issues account for more or less 70% of the bank's total financial issues and are concentrated, basically keeping me company. We have eight guys regarding the reduction in everything that is commercial loans for real estate project we have everything that has to do with the company listed on the stock market with clear objectives and also already policies that I site related to everything that the fossil fuel industry How the industries are going to emerge, all of this is also accompanied by the design of public policy in Chile, which has several clear objectives.

As to go respect k1k industry, then we have also been aligning site, it happens that the most challenging work. Irene has been there working with each of our Torrent clients. I also change the way we relate to each of these clients to be able to see that they are going precisely in line with the objective that the bank has and how Fundamentally encourage them again with financing financing that has preferential conditions for all those projects that they want. You are moving forward in relation to your plans, not a transition, I am going to go for the third question, now you are moving forward, right? What are the metrics and objectives that we have in this plan and what are the areas of work that were identified. Well as we see.

The future forward we can be super challenging, it is not challenging, but it is not very exciting. It is in line and responds to the strategic guidelines of the entire bank, which has to do with green finance, one of the fundamental pillars of the business strategy that the bank has. For the next few years, what we have done before has also filled us with challenges. We are visualizing that they have to do first with all those that are key for us and you will see the mechanisms that allow us to better capture the information of our clients to have a table of how you are acting effectively, regardless of what they They are doing a second area, which is very important is how we are also raising incorporating the credit risk risk assessment methodology, not all the variables that are related to climate risk could be we are working on that because it is not of interest but also because in Chile there is

Rule that requires that banks in approximately one more year have to have officially lifted and cut all this has been called climate risks and the third element is the low planets with our clients, something I already mentioned about what we are working with companies corporate in the large ones that are obviously fewer in number, but very important in terms of the volume of missions that they represent, but there is also a very important challenge for us in the small company the bank the largest bank in the tension to the micro small and medium-sized companies, we have about a million in this world and that is the great challenge and how we help these smaller companies know how to incorporate these practices and we also collect and collect the data that has to do with the footprint, that each of them They have as if we give them the incentives for that, so that is a third challenge of the hand, this challenge is how we are also strengthening.

Sale of green financial products conditionally what one means is that the measures that clients have to take also have the elements and financial support instruments that allow them to make investments that are means of not and therefore enhance the current offer of green products is also one of the objectives in this challenge we are very hand in hand and in many conversations very coordinated with the multilaterals we have particularly the bank recently Formula 1 with the house and we have been talking with another to be able to go working with them to advance each high challenge and I assume one thing that is very key is that we do this in a lot of public policy coordination in the country. In Chile there is a green finance table that is promoted by the country's Ministry of Finance and at that table Of course the bank has a

relevant participation because it allows us.

Tonight experience but at the same time incorporate the knowledge of all the actors who are at that table and make decisions moving forward, the different strategic plan in this matter very hand in hand with public life and the challenges that the government has in this matter. country.