



# Quarterly Earnings Report

Fourth Quarter 2010

December 2010



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**FOURTH QUARTER 2010**  
December 2010



*All reference to future events, projections or trends made by Banco de Crédito e Inversiones (hereinafter “the Bank”) involve risks and are subject to the uncertainty of events that may occur and are not under the control of the Bank, there being a chance their performance and financial results might be altered. The Bank does not commit to updating its references to these events, projections or trends even if it is evident that such stated or implied projections will not be fulfilled by the Bank based on either past experience or indicative events.*

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## FINANCIAL HIGHLIGHTS



During 2010, the bank has obtained historic results, where it has been able to translate the economic recovery into larger income and profits. Bci's accumulated Net Income for 2010 totaled CH\$222,075 million, an increase of 38.13% compared to 2009. The quarterly numbers for 4Q10 were CH\$43,649 million, which compared negatively with the CH\$51,556 million accumulated YoY. Percentage-wise, it was a 15.34% decrease, in line with the finance-sector's system-wide decrease. In Bci's case, the decrease is mainly explained by the CH\$16,653 million increase in Operating Expenses due to larger investments in buildings and technology. Also, there was an increase in allowances and write-offs of CH\$2.596 million offset by improved results in the Financial Margin, a CH\$6,357 million increase, and in the Other Net Operating Income account with CH\$5,834 million.

The accumulated return at 4Q10, measured as ROE, was 21.37%, superior to that of the Financial System at 18.58%. The Efficiency Ratio accumulated to December 2010 was 45.42%, which represents an increase with respect to the YoY result of 44.71% and keeping in line with the system-wide mark of 45.94%.

Bci's Total Loans totaled CH\$9,531,565 million increasing 2.47% QoQ. With respect to market share, this was 12.72% for 4Q10, slightly lower than the 12.76% QoQ number, but in line with the Bci's historical market share. In comparison with 2009, the market share has held steady. This can be explained by the normalization of the banking industry and due to Bci's profitable growth and levels of limited risk strategies. Comparing this to previous years, it has meant a momentary decrease in market share. Still, Bci has maintained fourth place within the banking sector and third place among private banks.

In terms of risk, Loan Loss Provisions Index stood at 2.50% at 4Q10, representing a 1 base point QoQ decrease. The Financial System showed 2.49% for the same period.

**Table 1:**  
Main Indicators  
Banco de Crédito e Inversiones

	4Q09	3Q10	4Q10	Change 4Q10 / 3Q10
<b>Operational Indicators</b>				
Headcount	8,848	9,069	9,299	2.54%
Commercial Contact Points	332	363	365	0.55%
N° of ATMs	1,013	1,068	1,111	4.03%
<b>Financial Indicators</b>				
ROE	17.94%	23.63%	21.37%	-9.57%
ROA	1.22%	1.85%	2.24%	21.11%
Efficiency Ratio	44.71%	43.09%	45.42%	5.40%
LLPs/Total Loans	2.18%	2.51%	2.50%	0.52%
Basic Capital/Total Assets (Tier I)	6.41%	7.01%	6.98%	-0.43%
Tangible Common Equity/RWAs (Tier II)	12.12%	13.64%	13.58%	-0.44%

# Quarterly Earnings Report

FOURTH QUARTER 2010  
December 2010



**Table 2:**  
Consolidated Financial Statement  
Banco de Crédito e Inversiones\*

Ch\$ Millions	4Q09	3Q10	4Q10	4Q10/ 3Q10
<b>FINANCIAL STATEMENT</b>				
Financial Margin	118,826	143,039	125,201	-12.47%
Net Fees	38,496	39,160	39,254	0.24%
Change Result	93,267	121,209	65,487	-45.97%
Financial Operating Results	-79,736	-108,540	-53,498	-50.71%
Other Net Operating Income	-10,743	-16,879	-6,121	-63.74%
<b>Gross Margin</b>	<b>160,110</b>	<b>177,989</b>	<b>170,323</b>	<b>-4.31%</b>
Allowances and Write-offs	-25,940	-8,584	-27,324	218.31%
Operating Expenses	-77,239	-84,134	-93,892	11.60%
<b>Operating Result</b>	<b>56,931</b>	<b>85,271</b>	<b>142,999</b>	<b>67.70%</b>
Investment in Subsidiaries	3,168	2,417	2,056	-14.94%
<b>Income Before Tax</b>	<b>60,099</b>	<b>87,688</b>	<b>145,055</b>	<b>65.42%</b>
Tax	-8,543	-13,636	-7,514	-44.90%
<b>Net Income</b>	<b>51,556</b>	<b>74,052</b>	<b>43,649</b>	<b>-41.06%</b>

\* Results in [www.bci.cl/accionistas/estadosfinancieros2010](http://www.bci.cl/accionistas/estadosfinancieros2010)

**Table 3:**  
Consolidated Financial Situation Statements  
Banco de Crédito e Inversiones\*

Ch\$ Millions	4Q09	3Q10	4Q10
Cash and due from Banks	1,037,783	626,903	1,047,633
Interbank Currency Clearing Accounts	439,661	373,071	306,023
Trading Instruments	844,146	930,433	849,155
Repurchase agreements & Securities Loans	100,001	96,886	89,595
Derivative Instruments	333,395	434,634	459,630
Due from Banks	140,781	136,110	101,106
Loans and Accounts Receivable	8,602,991	9,067,460	9,291,070
Investment Instruments Available for Sale	1,107,152	643,576	490,683
Investment Instruments held to Maturity		0	0
Investments in Companies	57,085	58,193	58,886
Intangibles	78,923	75,213	75,949
Fixed Assets	202,640	208,791	208,409
Tax Receivable	4,837	0	0
Deferred Tax	23,963	24,520	34,886
Other Assets	148,164	167,769	191,149
<b>TOTAL ASSETS</b>	<b>13,121,522</b>	<b>12,843,559</b>	<b>13,204,174</b>
Deposits and other Obligations	2,400,959	2,661,730	2,844,029
Interbank Currency Clearing Accounts	292,983	282,779	184,437
Repurchase agreements & Securities Loans	333,566	202,438	317,784
Time Deposits and other Borrowings	5,491,152	5,307,136	5,467,545
Derivative Instruments	358,490	482,672	487,478
Borrowings from Financial Institutions	2,021,957	1,372,115	1,221,601
Bonds Payable	996,602	1,086,331	1,129,914
Other Borrowings	96,136	102,334	111,596
Current tax		17,846	31,052
Deferred Tax	31,150	37,375	34,109
Allowances	93,023	118,963	145,682
Other Liabilities	109,351	165,173	189,781
<b>Total Liabilities</b>	<b>12,225,369</b>	<b>11,836,892</b>	<b>12,165,008</b>
Capital	807,143	882,273	882,273
Reserves	61,293	0	0
Equity Accounts	11,415	4,682	6,623
Retained Earnings	16,299	119,709	150,263
Minority Interest	3	3	7
<b>Total Shareholder Equity</b>	<b>896,153</b>	<b>1,006,667</b>	<b>1,039,166</b>
<b>TOTAL LIABILITIES &amp; SHAREHOLDER'S EQUITY</b>	<b>13,121,522</b>	<b>12,843,559</b>	<b>13,204,174</b>

\* Results in [www.bci.cl/accionistas/estadosfinancieros2010](http://www.bci.cl/accionistas/estadosfinancieros2010)



## Economic Summary

During the last quarter last year, the world economy began to give signs of change with respect to the dynamic seen during the first half of the year. Although in the previous months the emerging markets were clear front-runners in the process, the last few months of the year, there were indications that the situation in the developed markets was improving, at the time that developing nations already saw several months with monetary normalization processes and the consequent weakening of the speed of economic expansion. In this context, the industrialized countries began to show indications of improvement in confidence indices, high manufacturing and industry indicators, as well as retail sales. However, this process still hasn't extended all economic areas. For example, the United States still hasn't experienced a rebound in the housing market, the labor market indicators still appear to be without big gains and the credit conditions haven't become significantly more flexible.

In addition, the beginnings of a new inflationary outbreak has been seen, originating in food goods and other commodities, a situation quite similar to that experienced in 2007 and 2008. So, the emerging Asian markets and, in lesser extent, the Latin American markets, have begun to become more aggressive in the removal of the prevailing monetary stimulus at the same time that developed economies have already begun to see increases in expected inflation. In some cases, like England, Europe and Japan, effective inflation has increased. As a result, in the last few weeks developed economies have begun to take less expansive policies at the same time as discussing if the conditions are right for the removal of non-conventional stimulus like the Bond buying programs in the US and Europe.

In the emerging markets, the last quarter of the year was marked by a deceleration in growth and manufacturing indicators. At first glance, the strength of local recovery was followed by a natural response in interest rate policies: the beginning of the normalization process, removing, at least partially, the abundant stimulus that the reference interest rates provided with historical lows. Recently, this process has slowed or stopped in some economies, including in Chile. Among other factors that support this new behavior among monetary authorities are: an idiosyncratic recovery process whose strength and speed has diminished; the diametrically different cyclical positions of the industrialized countries, which sets risks in the growth scenario in the mid-term; the inexistence of inflationary demand pressures, which gives space to the central banks with which to stabilize prices; and finally, the reluctance on the part of these authorities to widen the differential in rates with respect to the developed economies, factor which promotes the entering of foreign capital, appreciating their currency and reducing the competitiveness of the local export market.

Recently, we have seen that several of these factors have been removed, or at least made less prevalent: larger underlying inflation has begun to appear, inflationary risk has been added that imposes commodity increases and the indicators of reactivation in the developed world have diminished the risk of different cyclical positions as well as the separation of interest rates with the emerging markets. So, the expectations of diverse agents have incorporated a rhythm of a more accelerated normalization than that experienced in 4Q10 for Latin America, Asia, Oceania and even the developed economies.

In this context, the Chilean economy aligns itself more with the emerging markets. The consensus among economists, according to the Chilean Central Bank's last Economic Expectations Survey, is that the expected growth will be 6% for 2011 and 5.5% for 2012. On average, the last quarter of the year saw a seasonally adjusted growth of 0.2% and 1Q11 is expected to grow at 7,8%.



Despite the high expectations, a large part of the growth would be due to the low point of comparison represented by 1Q10, the quarter where production was greatly affected by the earthquake. Also, the preliminary registers of manufacturing production, as well as the corporate confidence indices, would indicate that the stock accumulation cycle has already ended, as well as a deceleration in the rhythm of personal consumption.

Despite the expected deceleration in personal consumption, corporate and State investment needs, as well as a renovated export sector expect to contribute to development in 2011. In fact, the reconstruction process, led by the government, plays a fundamental role in the economic perspectives. The increase in fiscal spending, given the pressing conditions and the needs of those affected by the earthquake will push internal demand, which will be accompanied by new private investment spirit.

Employment figures in the past quarters have progressed showing sustained improvements. The Chilean National Statistics Institute informed that the unemployment rate was 7.1% for 4Q10, and the rapid decrease in unemployment is a tendency that has been sustained. This indicator is a signal that the process to close the capacity gap should be soon complete, if it hasn't already occurred.

During 4Q10, inflation has continued its upward path, although slowly. Accumulated CPI inflation finished the year at 3.0% directly in the middle of the objective range while the CPIX accumulated inflation was 2.5%. However the inflationary expectation for 2011, which at the beginning of 4Q10 was at 3.1%, in recent months reached 4%, strengthened by external inflationary pressures as well as by the effect in expected prices caused by exchange rate intervention.

Thus, with an international risk scenario that still hasn't incorporated the largest pressures upon commodities prices, the Chilean Central Bank, in their Monetary Policy Report, opted for a normalization rhythm subjected to breaks, leaving the interest rate at 3.25% at the end of 2010. In effect, with a macroeconomic scenario subjected to the same pressures as the large part of the emerging economies, the Chilean Central Bank reduced the rhythm of normalization of the reference interest rates during 4Q10 and the first months of 2011. However, and in response to the high inflationary expectations, the prices of financial assets have begun to incorporate a more dynamic rhythm for the interest rates, which have reached 5.75% and 6% towards the end of 2011.



## Financial Industry

In the last months, the uneasiness with respect to the international financial sector has diminished greatly. In the previous quarters the impact to the North American banking sector of the new financial regulations, brought on by the recent financial crisis, was the focus of the worries by proposing to impose elevated liquidity requirements and very strict restrictions on certain business. A second focus of worry was the situation of certain European countries and the possible impact of a default on the debt of some of these economies in the highly interconnected financial systems in the zone. In particular at the end of 2010 and beginning of 2011, they were Ireland and Portugal that continued to be the focus of worry for the economic agents in response to their weak public finances, a similar situation to that experienced in Greece during previous months.

The Chilean Banking Sector has been at the margin of such doubts. Since May of 2009, income have continued their upward path, only stopping this past December, which did not impede an improvement on the ROE YoY.

With respect to Net Income, the System's accumulated at 4Q10 a total of Ch\$306,947 million, lower percentage-wise by 29.12% QoQ.

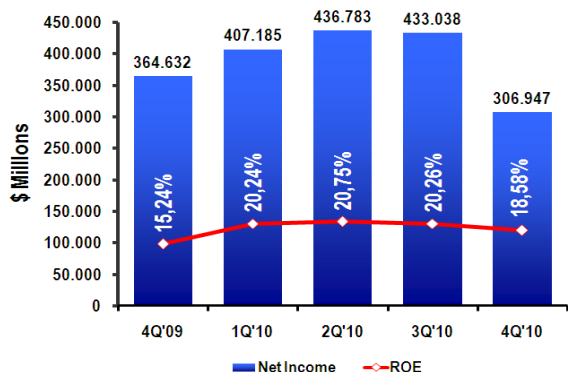
At the end of the period, the System's total loans reached Ch\$75,979,032 million, holding relatively stable in the period given the shock produced by the earthquake. On a quarter to quarter basis, acceleration in growth is observed since the increase of Total Loans for 4Q10 was 2.58%, ahead of the 0.57% 3Q10 number.

Itemizing the Total Loans by components, we see generalized increases and higher than those observed last quarter. The improvement in Consumer Loans should be highlighted, increasing some 5.07% instead of the 3.41% QoQ.

On the other hand, unlike the previous quarter, a large growth in the NIBDs of 9.60% and Time Deposits of 4.43% occurred that has been impulse by the increase in the monetary interest rate policy and the economic recovery.

Graph 1:

Net Income and ROE of the System



Graph 2:

Total Loans of the Financial System

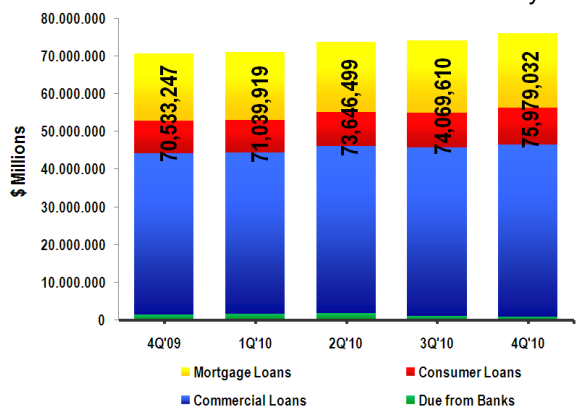


Table 4:

Main Figures of the Financial System

Ch\$ Millions	4Q09	3Q10	4Q10	4Q10 / 3Q10
<b>Total Loans</b>	<b>70,553,247</b>	<b>74,069,610</b>	<b>75,979,032</b>	<b>2.58%</b>
Due from Banks	1,615,202	1,174,095	1,025,051	-12.69%
Client Loans	68,938,045	72,895,515	74,953,981	2.82%
Commercial Loans	42,689,372	44,670,666	45,629,263	2.15%
Consumer Loans	8,700,975	9,268,558	9,738,588	5.07%
Mortgage Loans	17,547,698	18,956,291	19,586,130	3.32%
<b>Total Assets</b>	<b>101,907,507</b>	<b>106,149,911</b>	<b>108,233,852</b>	<b>1.96%</b>
NIBDs	16,250,659	17,774,193	19,480,107	9.60%
Time Deposits	42,319,301	43,557,369	45,486,777	4.43%
Capital and Reserves	6,811,846	8,405,162	8,523,365	1.41%
<b>Net Income</b>	<b>364,632</b>	<b>433,038</b>	<b>306,947</b>	<b>-29.12%</b>



## Bci Highlights

### **Bci is the most admired company in Chile.**

According to a study – survey done by the consultant PricewaterhouseCoopers (PWC) and Diario Financiero, opinions taken from leaders in such matters, the Corporation Bci received the award for the “Most Admired Company” in our country. Corporation Bci climbed 9 spots from last year, obtaining a grade average of 6.4 out of 7 and excelling in areas such as “Innovative Capacity” (6.68), “Information to the exterior” (6.84), and “Corporate Government” (6.41). Luis Enrique Yarur, Bci’s president, with Lionel Olavarría, Bci’s General Manager, proudly received the award that ratifies our leadership in the entire country. “It is a tremendous recognition. It isn’t the reflection of the work of one year, but it is the work of many years that has been brought together and has allowed us to build an exemplary company.”

### **Bci is chosen “Best Bank in 2010” by The Banker magazine.**

For the second straight year, the prestigious magazine The Banker – in association with UK Trade & Investment- chose Bci as the “Best Chilean Bank in 2010”, in a year considered particularly difficult as consequence of the world economic and financial situation. On Thursday, December 2<sup>nd</sup>, in London (England), the 11<sup>th</sup> edition of The Banker Awards was held with around 500 invitees and representatives of more than 149 commercial banks worldwide. In this opportunity, Lionel Olavarría, Bci’s General Manager received the award on behalf of the Corporation. Among the arguments that make Bci deserving of this award, The Banker highlighted that “Bci has implemented an ample range of innovative initiatives. In addition, it has made an important investment in technology and has set an efficient quality model for customer service.”

### **Bci obtains a respected place among the 35 Best Companies to Work for in Chile.**

According to the tenth version of the study done by the Great Place to Work Institute (GPTW) and the Revista Capital, Bci came in 24<sup>th</sup> place among the 35 best companies to work for in Chile, shining within the 198 participant organizations. The GPTW is a survey that is done annually in the countries of America, Europe and Asia, and that measures confidence levels and the quality of the relations between workers and the administration of the companies. The Corporation Bci was recognized for its good working climate and the implementation of practices and policies oriented to encourage the appropriate work-family balance of all who form part of Bci.

### **Bci receives two awards in the FOGAPE Awards.**

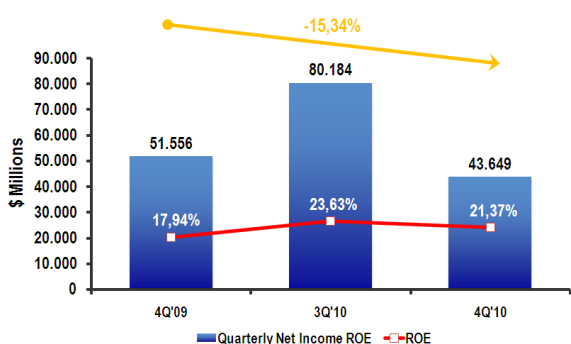
The Small Entrepreneur’s Guarantee (FOGAPE) celebrated 30 years supporting Chile’s SMEs. During this ceremony, the annual awards were given away to the financial institutions with outstanding participation during 2010. In this ceremony, Bci was the winner of two categories, Highest Efficiency of Use of Awarded Funding and FOGAPE Growth in the Regions Affected by the Earthquake. The first looks for the Financial Institution with the highest utilization level for the guarantee rights awarded for 2010, transferring these rights to the financing of eligible companies. The second award was for the Financial Institution with outstanding increase in 2010 in financing awarded in regions affected by the earthquake this past February in number and in total amount awarded.



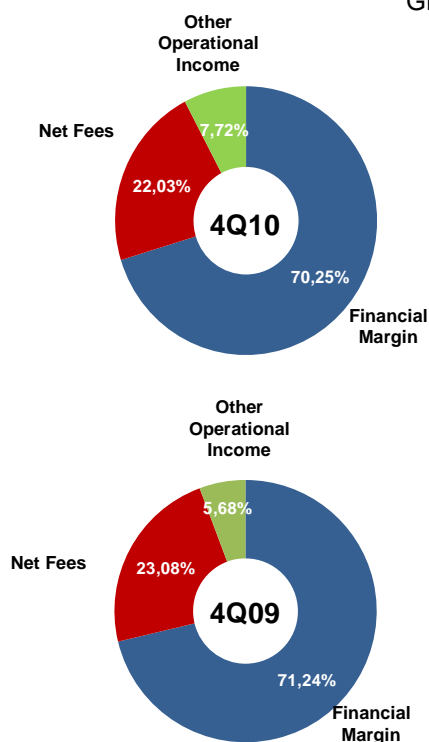


## Earnings Analysis

Graph 3  
Net Income



Graph 4:  
Gross Margin



### Net Income

Bci's Net Income during the fourth quarter 2010 totaled Ch\$43,649 million. This result shows a decrease of 45.56% QoQ and 15.34% YoY. Despite having a 4Q10 with inferior results, it is important to highlight the good results by the bank during 2010, totaling CH\$222,075 million. This represents a YoY increase of CH\$61,301 million, obtaining an annual percentage of 38.13% showing recovery with respect to the results during the crisis, mainly explained by a lower expense for risk and a large growth in the operational margin.

The decrease in Net Income YoY is mainly due to an increase in the Operating Expenses of CH\$16,653 million originating in projects that support future growth, and the increase in Allowances and Write-offs of CH\$2,599. These increases were offset by an increase in interest income CH\$6,375 million and Other Operational Income of CH\$5,834 million.

With regards to profitability, the accumulated ROE at 4Q10 was 21.37%, over the 17.94% YoY figure. This result confirms the good results shown by the bank since 2Q09, when the effects of the crisis began to fade.

### Gross Margin

Bci's Gross Margin\* reached Ch\$178,213 million during 4Q10, representing a slight QoQ drop. This drop is mainly due to lower income from the Financial Margin of CH\$17,838 million, originated by a normalization of the spread after last year's financial crisis. Percentage-wise, it represents a 12.47% drop.

With respect to the YoY comparison, the results were 6.85% better this year, mainly due to the CH\$6,375 million increase in the Financial Margin and to an increase in the Other Net Operational Income account of CH\$5,834 million. Despite the world financial crisis and its consequent instabilities, Bci has managed to maintain Gross Margin levels, mainly by way of a good pricing strategy for its different products and an adequate management of exchange and interest rate fluctuations.

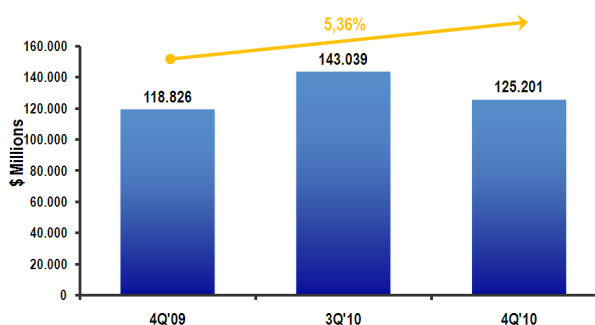
\* Note: Gross Margin calculated according to the SBIF definition, including income from the recovery of write-offs.

Ch\$ Millions	4Q 09	3Q 10	4Q10	Change 4Q10 / 4Q09
Financial Margin	\$118,826	\$143,039	\$125,201	5.36%
Net Fees	\$38,496	\$39,160	\$39,254	1.97%
Other Operational Income	9,466	\$10,496	\$13,758	45.34%
<b>Gross Margin</b>	<b>\$166,788</b>	<b>\$192,695</b>	<b>\$178,213</b>	<b>6.85%</b>



## Financial Margin

**Graph 5:**  
Financial Margin



**Table 5:**  
Financial Margin

Ch\$ Millions	4Q09	3Q10	4Q10	Change 4Q10 / 4Q09	Change 4Q10 / 3Q10
Interests and Readjustments	179,210	192,150	200,079	11.64%	4.13%
Interests and Readjustments Paid	-60,384	-49,111	-74,878	24.00%	52.47%
<b>Total Financial Margin</b>	<b>118,826</b>	<b>143,039</b>	<b>125,201</b>	<b>5.36%</b>	<b>-12.47%</b>

During 4Q10, the Financial Margin, comprised of interests and readjustments, totaled Ch\$125,201 million, representing a decrease of 12.47% QoQ. This result is mainly explained by a drop in the sales spread.

Now, compared to 4Q09, the Financial Margin presented a 5.36% increase, explained by the general recovery of consumer loans, foreign trade loans and mortgages, being pushed by the economic growth, low interest rates and the earthquake recovery effort.

On the other hand, the 5.36% YoY increase in Financial Margin can also be explained by the efficient management of interest rate fluctuations and the impact that inflation had on assets held in UF reflected in the growing adjustments it had during 2010.

## Net Fees

Bci and their subsidiaries' Net Fees totaled Ch\$39,254 million during 4Q10 representing a slight rise of 0.24% QoQ.

However, upon observing the fees earned, the importance of the proceeds from collection and payment together with the fees generated by card service fees was outstanding. With respect to the fees paid, large increases are observed largely explained by the increase in transactionality during the quarter where the largest increase is seen in the Other Fees account increasing by 52.86% QoQ.

Net Fees, compared with 4Q09, saw 1.97% growth mainly due to the increase in proceeds from card services and mutual fund investments as well as others that showed a large increase with respect to 2009. This represents a good result taking into account that starting in January 2009 the SBIF introduced modifications to the fees charged by Banks.

**Table 6:**  
Net Fees

Ch\$ Millions	4Q09	3Q10	4Q10	Change 4Q10 / 4Q09	Change 4Q10 / 3Q10
Commissions Earned	47,609	48,983	50,931	6.98%	3.98%
Commissions Paid	-9,113	-9,823	-11,677	28.14%	18.87%
<b>Net Commissions</b>	<b>38,496</b>	<b>39,160</b>	<b>39,254</b>	<b>1.97%</b>	<b>0.24%</b>



## Exchange Rate Income and Financial Operating Income

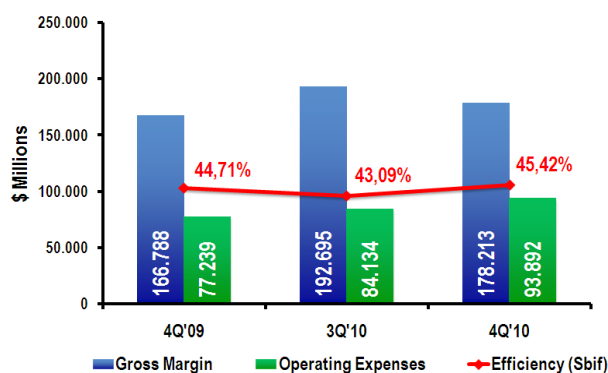
Exchange Rate Income and Financial Operating Income results for 4Q10 totaled Ch\$11,989 million. The exchange rate results at MM\$ 65,487, is explained by a sold exchange position of approximately MMUSD\$1,750 with an appreciation of the peso against the USD of 3.47%. Due to the Bank's strategic definitions, the holding is closed through an Exchange Future whose result is reflected in the Financial Operating Income line, for which the Bank's exchange holding financially is very close to zero and doesn't generate income.

Inside the Financial Operating Income line, in addition to the exchange future income, MTM income and income from the definitive sale of fixed income and derivative instruments by the Sales and Trading Area were registered.

**Table 7:**  
Exchange Rate Income and Financial Operating Income

Ch\$ Millions	4Q09	3Q10	4Q10	Change	Change
				4Q10/ 4Q09	4Q10 / 3Q10
Exchange Rate Income	93,267	121,209	65,487	-29.79%	-45.97%
Financial Operating Income	-79,736	-108,540	-53,498	-32.91%	-50.71%
<b>Net Income</b>	<b>13,531</b>	<b>12,669</b>	<b>11,989</b>	<b>-11.40%</b>	<b>-5.37%</b>

**Graph 6:**  
Operational Expenses and Efficiency



**Table 8:**  
Operating Expenses Detail

## Operating Expenses

Operating Expenses totaled Ch\$93,892 million during 4Q10, which represents an increase of 11.60% QoQ. This increase is mainly due to higher building and technology costs such as the acceleration in depreciation of remodeling the bank branches and amortization of intangibles.

In terms of efficiency, Bci reached an accumulated index of 45.42% at December 2010, which represents a worse index by 71 base points YoY, mainly explained by larger project and human resources costs which permit sustaining future growth. When comparing our efficiency to that of the financial system, we note a relative improvement since the system registered an efficiency of 45.94%. Bci's efficiency indices during 2010 show the constant concern for cost control, objective that has been pushed through corporate savings, process optimization ("Bci 2010") and productivity campaigns.

Ch\$ Millions	4Q09	3Q10	4Q10	Change 4Q10 / 4Q09	Change 4Q10 / 3Q10
Personnel and BOD	39,247	47,117	46,263	17.88%	-1.81%
Management	26,671	28,845	35,781	34.16%	24.05%
Dep., Amort. & Write-Offs & Others	6,948	8,172	11,848	70.52%	44.98%
<b>Operating Expenses</b>	<b>72,866</b>	<b>84,134</b>	<b>93,892</b>	<b>28.86%</b>	<b>11.60%</b>

## Stocks and Products

Graph 7:  
Total Loans

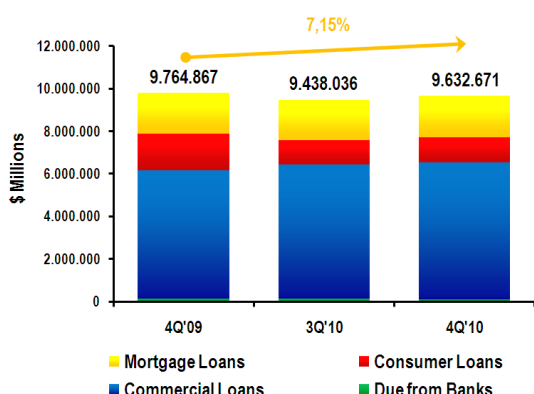
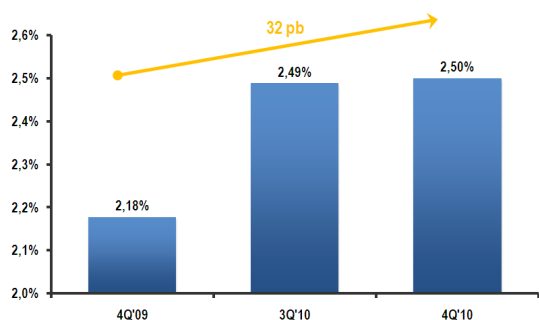


Table 9:  
Loans Detail

Ch\$ Millions	4Q09	3Q10	4Q10	Change 4Q10 / 4Q09	Change 4Q10 / 3Q10
Due from Banks	140,781	136,110	101,106	-28.18%	-25.72%
Loans to Clients	8,797,325	9,301,926	9,531,565	8.35%	2.47%
Commercial Loans	4,943,358	5,089,941	5,211,599	5.43%	2.39%
Foreign Trade	624,456	717,750	746,553	19.55%	4.01%
Leasing	451,840	507,005	486,203	7.61%	-4.10%
Mortgage Loans	1,736,465	1,868,740	1,913,547	10.20%	2.40%
Consumer Loans	1,041,206	1,118,490	1,173,663	12.72%	4.93%
<b>Total Loans</b>	<b>8,938,106</b>	<b>9,438,036</b>	<b>9,632,671</b>	<b>7.77%</b>	<b>2.06%</b>

Graph 8:  
Allowances/Total Loans



## Total Loans

Bci's Total Loans portfolio reached Ch\$9,632,671 million at the end of December 2010, showing an increase of 2.06% QoQ. Loans to Clients totaled Ch\$9,531,565, 2.47% more QoQ. This increase translated into a 12.72% market share, lower than the 12.76% at the end of 2009. However, in consumer loans, market share at December 2010 was 12.06%, an increase of 0.08% YoY, this being one of the Bank's strategic objectives.

With respect to the QoQ number, we see an increase in Loans to Clients of 8.35%, originating basically in profitable growth and reasonable levels of assumed risk. Inside the economic recovery and adjustment process, the biggest fluctuations with respect to the previous quarter were seen in Consumer Loans (4.93%) and Foreign Trade (4.01%), recovering slowly towards the pre-crisis levels.

Bci maintained fourth place among the banking system and third place among private banks in loans.

With respect to the YoY numbers, an increase in Total Loans of 7.77% was observed, as well as large increases in foreign trade (19.55%), consumer (12.72%) and mortgage (10.20%) loans, explained mainly by the economic recovery and reconstruction efforts after the earthquake.

## Portfolio Risk

During 2009, credit risk allowances increased due to the prevailing economic situation, staying stable at the start of 2010.

With respect to 4Q10, the Credit Risk Allowances reached Ch\$240,670 million, a 2.53% QoQ and 23.72% YoY increase. This is mainly due to some client companies not having normalized their income as product of the lessening of the crisis.

On the other hand, the Allowances to Total Loans Index accumulated to December 2010 reached 2.50% representing an increase of 32 base points YoY. This result is mainly due to the increase in Allowances due to the subprime crisis and IFRS regulations.

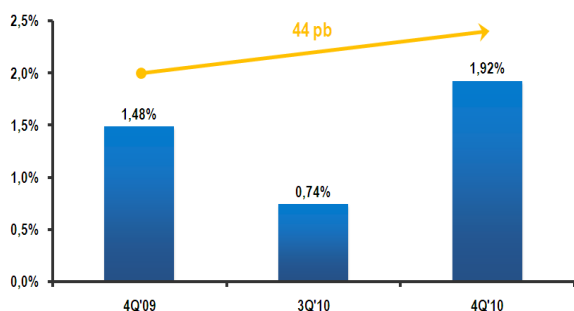
# Quarterly Earnings Report

FOURTH QUARTER 2010  
December 2010



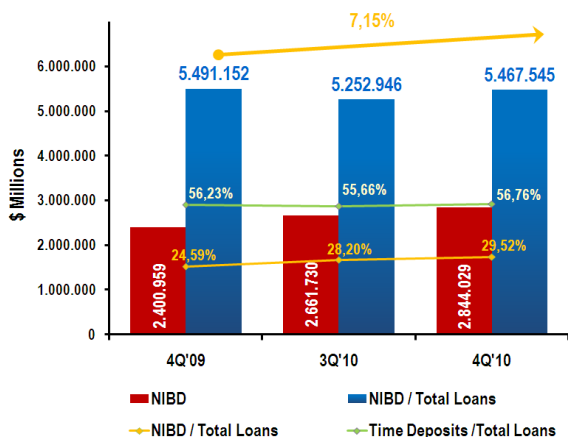
**Graph 9:**

Allowances and Write-offs



**Graph 10:**

NIBDs and Time Deposits



**Table 10:**

Capital Adequacy

Allowances and Write-offs costs for 2010 totaled Ch\$146,187 million, a 1.37% drop from 2009. This is explained mainly by the economic recovery and the improvement in the debtors' ability to pay.

Quarterly, the risk expense was CH\$35,214 million during 4Q10, which represents a 7.96% YoY increase.

The annualized Allowances for loan and lease loss over total outstanding loans percentage for 4Q10 reached 1.92%, which represents a 44 base point increase YoY, explained mainly by the anticipation of new SBIF regulations on allowances.

Asset quality	2009	2010
Allowance for loan losses as a percentage of Total Loans	2.18	2.50%
Allowance for loan and losses as a percentage of NPLs	106.69%	117.07%
NPLs as a percentage of Total Loans	2.04%	2.27%

## NIBDs and Time Deposits

By the end of December 2010, NIBDs reached Ch\$2,844,029 million, representing a 6.85% increase QoQ. The NIBDs over Total Loans index at December 2010 reached 29.52%, better than that observed during 3Q10 and 4Q09, which makes a positive impact by having a better loan financing cost.

Time Deposits at 4Q10 reached Ch\$5,467,545 million, which reflects an increase of 4.09% QoQ. The Time Deposits over Total Loans index at December 2010 was 56.76%.

## Capital Base

On December 31st, 2010, the Bank's Capital was Ch\$1,039,166 million, a 15.96% increase YoY.

With regards to capital resources, the Bank keeps ratios over the minimums required imposed by the SBIF. The Basic Capital over Total Assets ratio (Tier I) at December 2010 was 6.98%, showing a 57 base point increase YoY. The Tangible Common Equity over Risk Weighted Assets (Tier II) is 13.58%, showing a 153 base point increase YoY.

These indicators comply with the requirements of the General Banking Law and also ensure the solvency of the Bank.

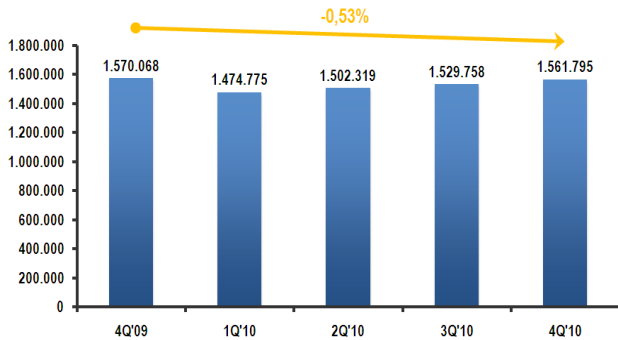
Capital Adequacy	4Q09	3Q10	4Q10
Base Capital over Total Assets	6.41%	7.01%	6.98%
Base Capital over Risk Weighted Assets	8.90%	9.34%	9.41%
Tangible Common Equity over Risk Weighted Assets	12.05%	13.64%	13.58



## Product Stock

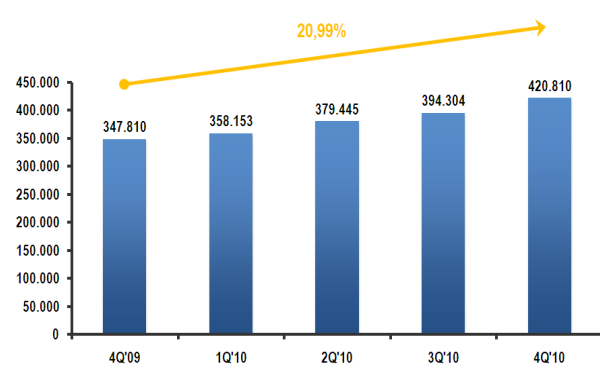
**Graph 11:**

Number of Debit Cards



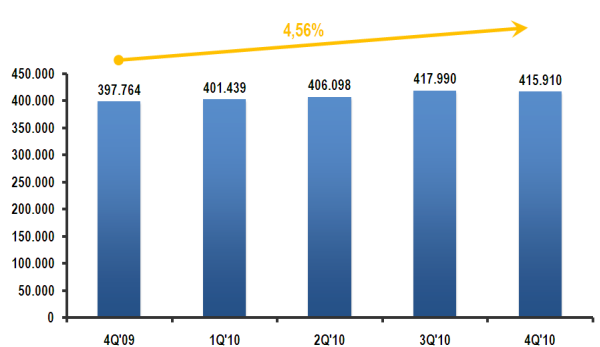
**Graph 12:**

Number of Credit Cards



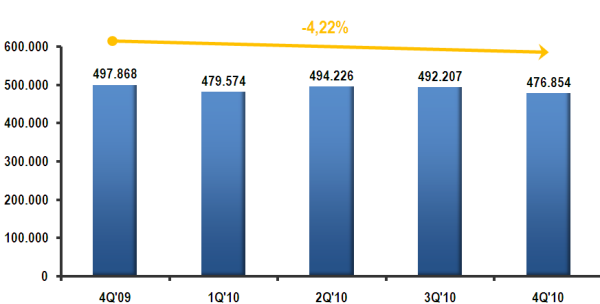
**Graph 13:**

Number of Current Accounts



**Graph 14:**

Number of Debtors



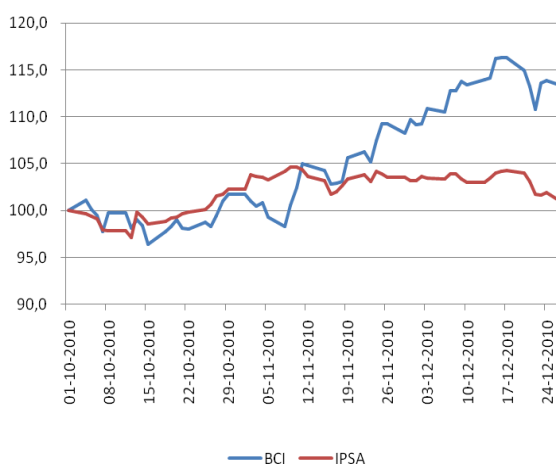
Next are the main figures on products and the number of Bci's debtors. It is noteworthy that both the number of current accounts and credit cards has increased in every quarter since July 2009.

On the other hand, the number of debtors has diminished 4.22% YoY and has decreased 3.12% QoQ.

Last, the number of debit cards has decreased by 0.53% YoY, mainly due to unused cards. Still, there has been a 2.09% QoQ increase of the same debit cards.

## Stock Performance

**Graph 15**  
BCI vs IPSA



**Table 10:**  
Bci's Stock Performance

	3Q09	4Q09	1Q10	2Q10
Closing Price	4T09	1T10	2T10	3T10
Minimum Price	\$ 15.908	\$ 20.058	\$ 21.991	\$ 29.09
Maximum Price	\$ 14.492	\$ 15.941	\$ 19.077	\$ 21.77
<b>Average Price</b>	\$ 16.315	\$ 20.641	\$ 22.961	\$ 30.10
EPS	\$ 15.341	\$ 18.714	\$ 20.837	\$ 26.87
Market Price/ Book Value (Times)	\$ 1.576	-	-	-
Equity Capital (Ch\$ Millions)	1,9	2,3	2,5	3
	\$	\$	\$	
Shareholder's Equity (Ch\$ Millions)	1.680.642	2.068.053	2.267.386	3.000.000

During the last quarter this year, the market again incorporated better perspectives for the local economy and for the banking sector, thanks to which Bci stock benefitted. Thus, Bci stock returns, adjusted for dividends, was 13.8% this quarter, again outperforming the local index's return, which was 2.6%.

In this manner, the Market Price over Book Value ratio continued its upward trend, demonstrating the improved perspectives found in the local stock market index.

Numbers and data provided by Economática and SBIF (adjusted for the last dividends issued).

Numbers and data provided by Economática and SBIF (adjusted for the last dividends issued).