



Annual Conference Call 2014

Banco Crédito e Inversiones

November 26th. 2014



Content:

1. Main macroeconomic indicators
2. Chilean Financial System
3. Bci Financial Results

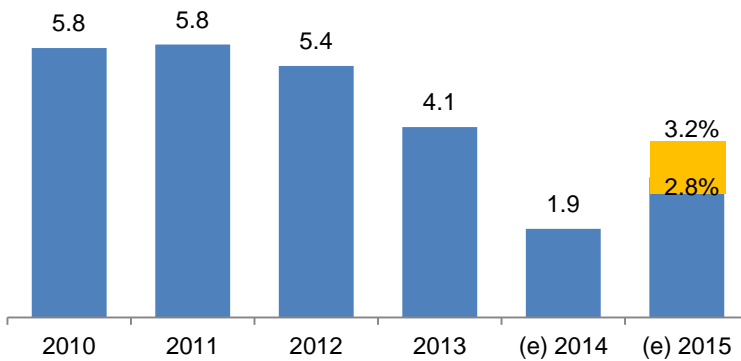
Chilean main macroeconomic indicators



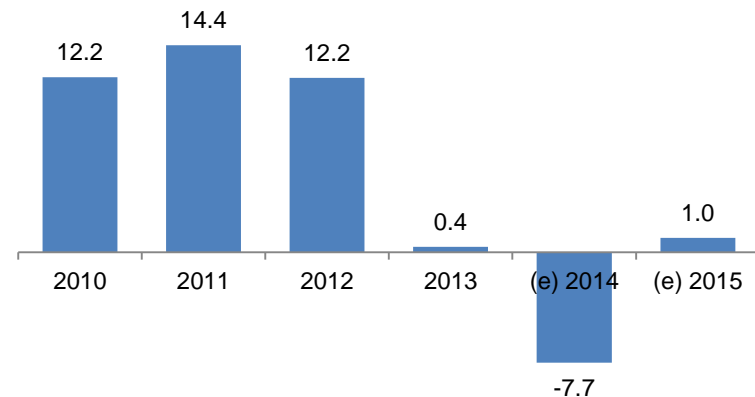
Main macroeconomic indicators



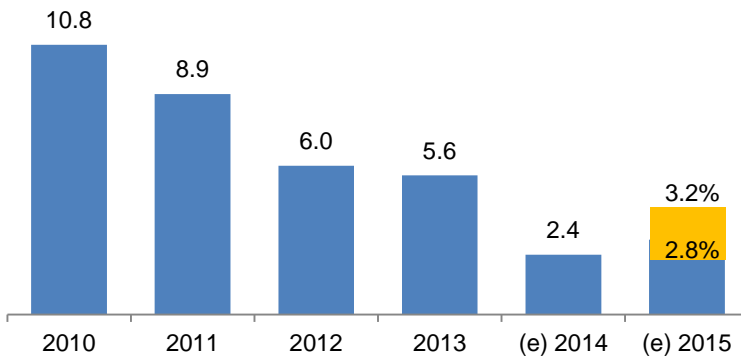
GDP (% YoY growth)



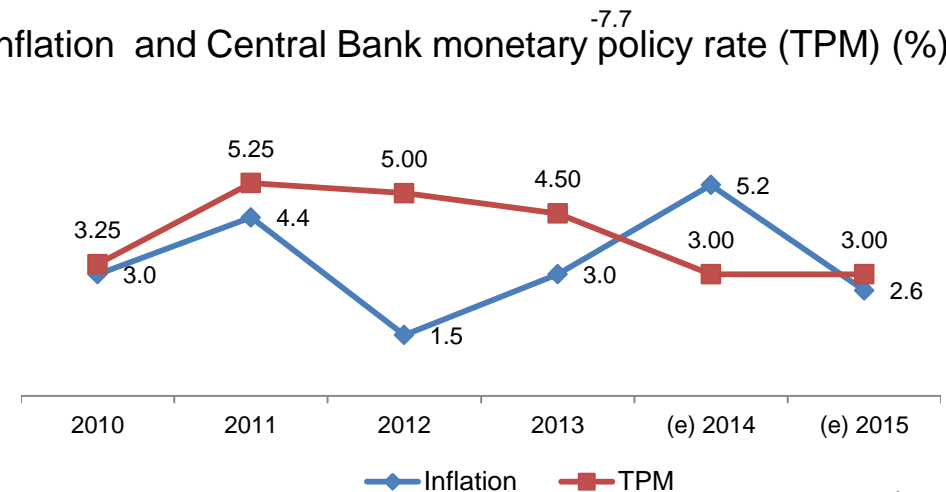
Investment (% YoY growth)



Private consumption (% YoY growth)



Inflation and Central Bank monetary policy rate (TPM) (%)



Source: Central Bank of Chile and Bci (October 2014)

Chilean Financial System

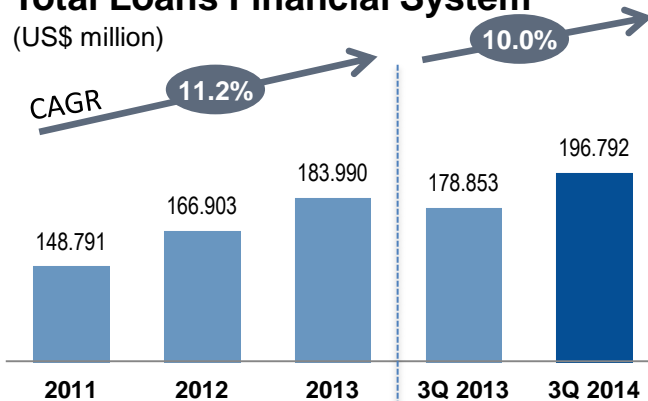


Financial System: strong growth over the years



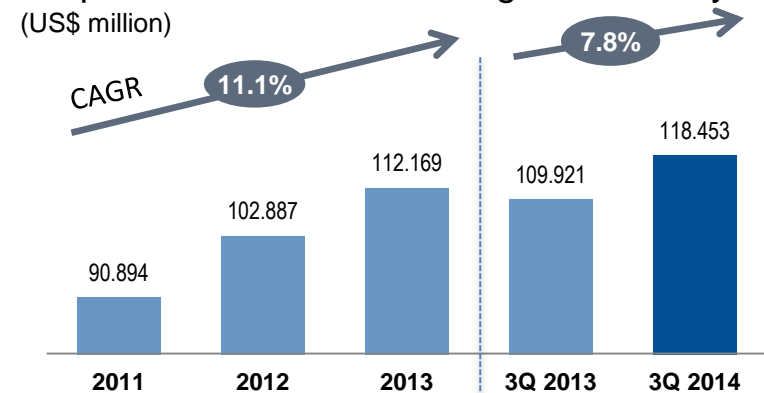
Total Loans Financial System*

(US\$ million)



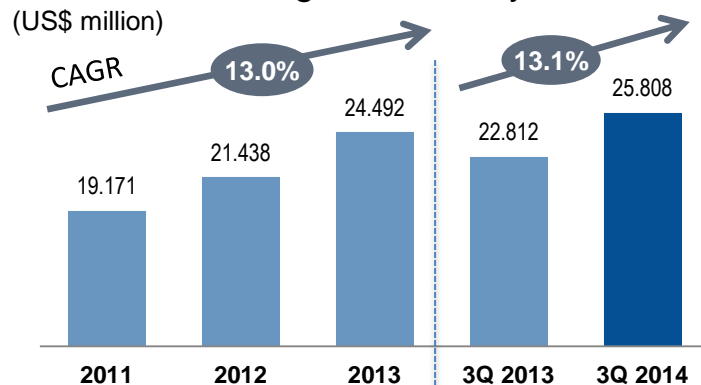
Corporate & Interbank lending Financial System*

(US\$ million)



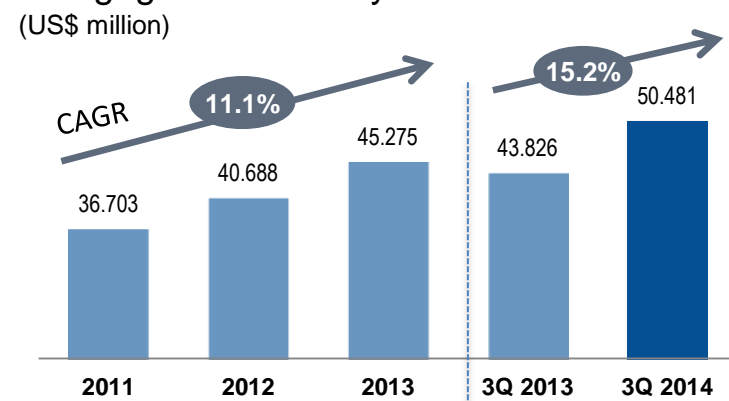
Consumer lending Financial System*

(US\$ million)



Mortgage Financial System*

(US\$ million)



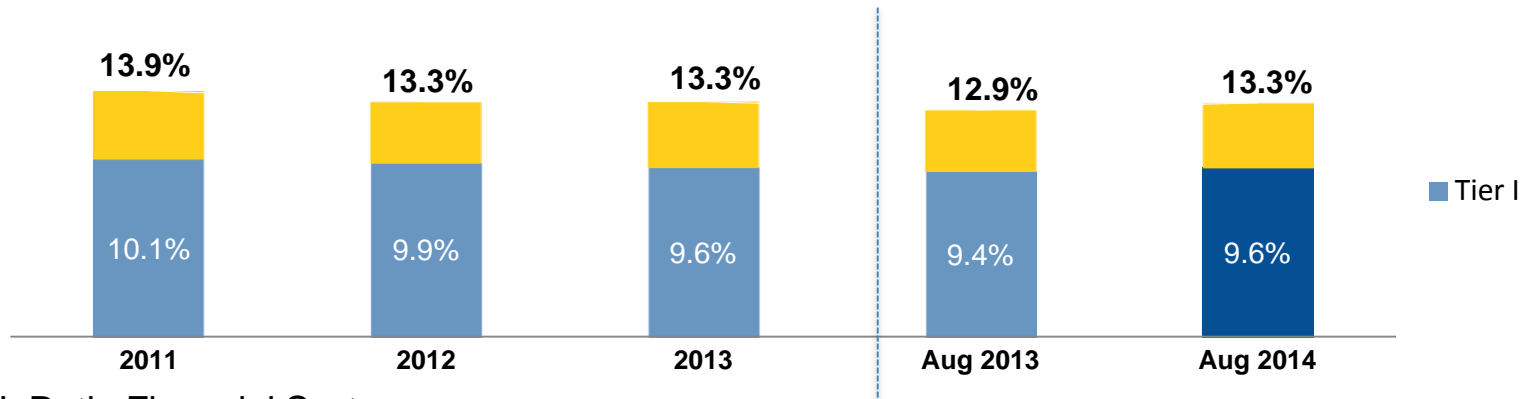
Source: Superintendencia de Bancos e Instituciones Financieras de Chile (SBIF) - *Excluding Corpbanca investments in Colombia

Figures are converted to US\$ using an FX of USD/CLP of 599.2 (October 1st 2014)

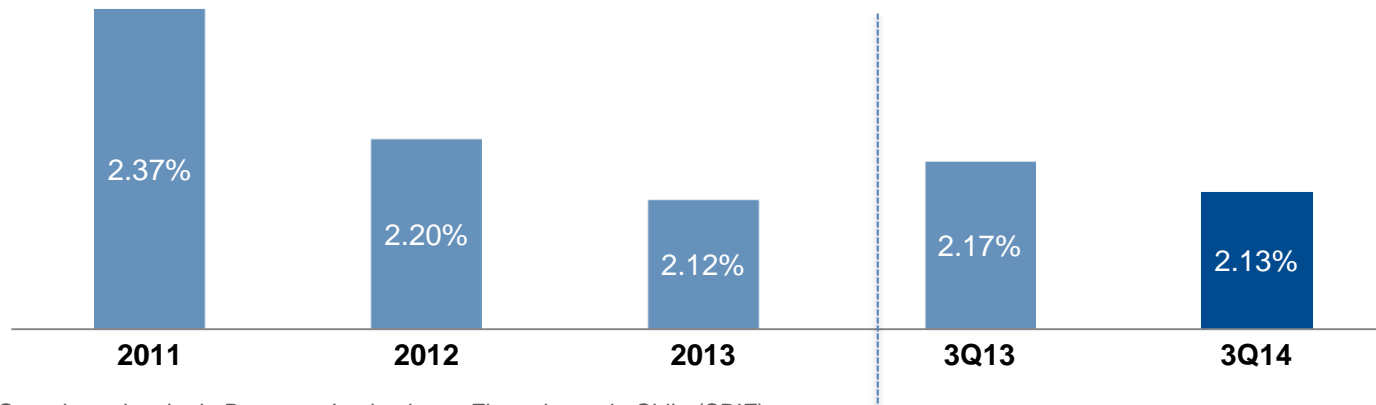
Healthy and well capitalized Financial System



Regulatory capital/Risk weighted assets



NPL Ratio Financial System



Source: Superintendencia de Bancos e Instituciones Financieras de Chile (SBIF)

Tier I according to Basel I

Regulatory capital= Basic capital (paid-in capital + reserves) + subordinated bonds + voluntary allowances for loan losses

Bci Financial Results



September 2014- Highlights

Profitable and financially sound

	US\$ *	Market Share**	
Total Assets	\$37.865 M		
Client Loans	\$25.580 M	13.14%	
Net Income (LTM)	\$586 M	14.25%	
Market Capitalization	\$6.124 M		
	Tier I	BIS ratio	
Capital ratios	9.51%	13.39%	
	Moody's	S&P	Fitch
International Credit Rating	A1	A	A-
ROAE***	21.77%		
ROAA***	1.66%		

*Figures are converted to US\$ using an FX of USD/CLP of 599.2 (October 1st 2014) ** Excluding Corpbanca investments in Colombia

***Last 12 months income ended September 2014. This takes the monthly average equity and assets of the last 12 months.

Selected awards and accolades



Local dynamos 2014

Among the 50 most successful local companies in Emerging Markets
The Boston Consulting Group (BCG)



1st place 2014- Financial System

Customer loyalty index (NPS)
Alco – Diario Estrategia



1st place in Chile 2014

- Banking group (Third year)
- Private Banking (Third year)
- Sustainable Banks
- Asset Management (Second year)



1st place 2014

Customer Experience (second year)
IZO



1st place 2014

Most responsible companies and with Best corporate governance
MERCO



1st place 2014

Corporate Social Responsibility
Prohumana Foundation



2nd place 2014

Corporate Transparency



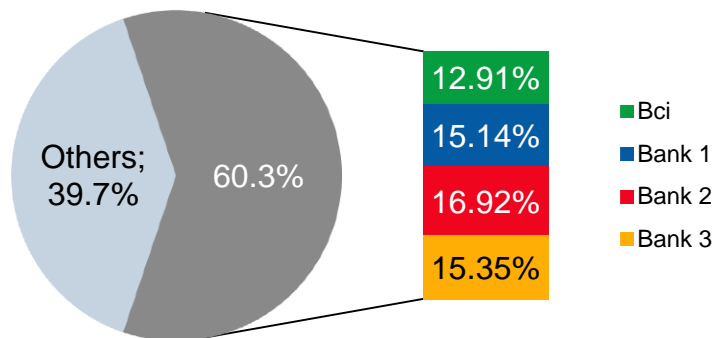
7th place 2014

Best Companies to work for in Chile
Great Place to Work

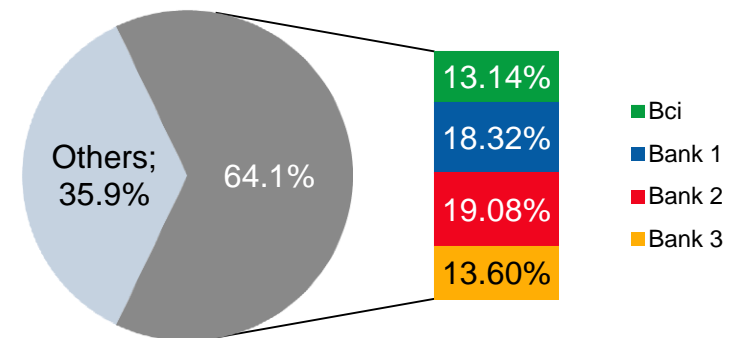
3rd largest privately owned bank in Chile



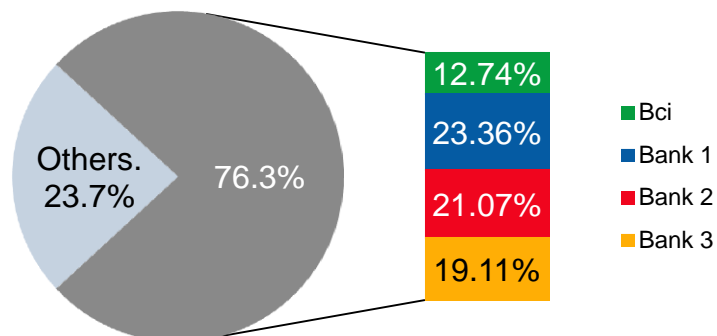
Total Assets Market Share



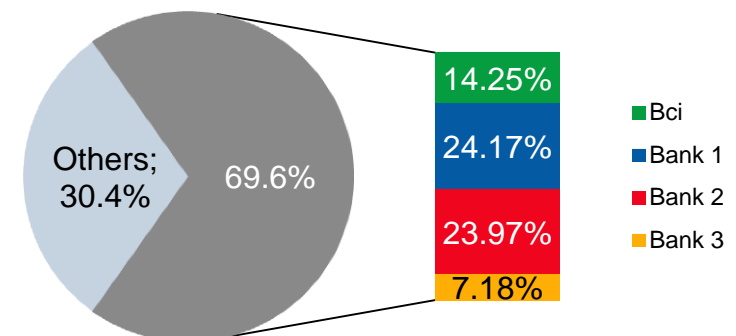
Total Loans Market Share*



NIBD Market share*



Net Income Market Share (LTM)*

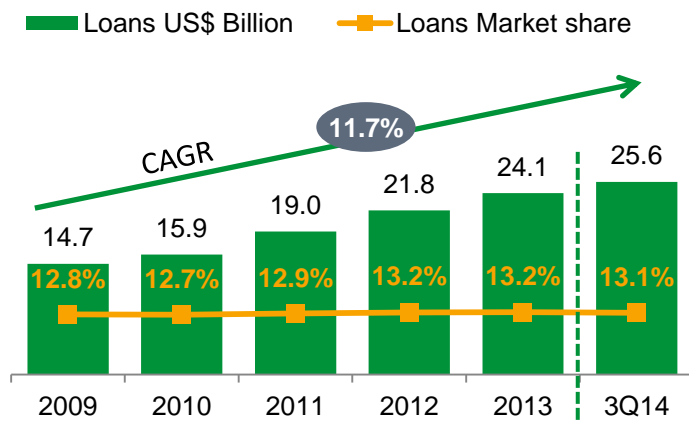


Performance- Main indicators

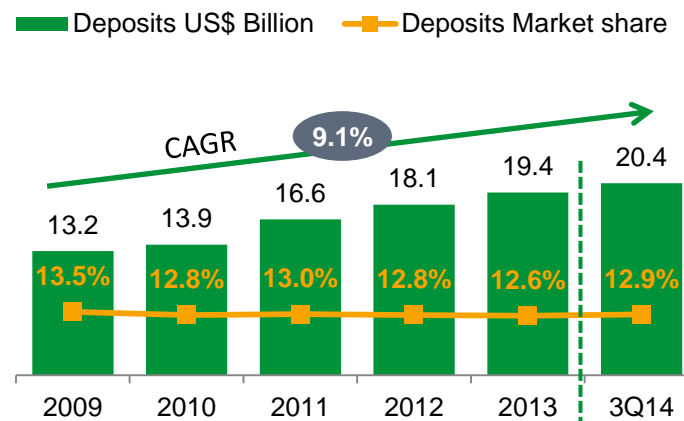


Growth History

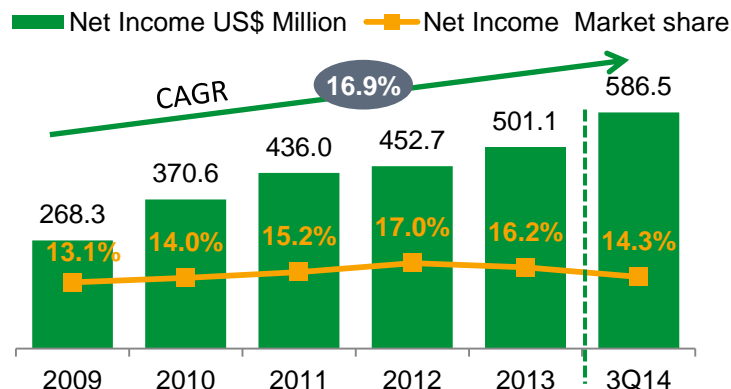
Total Loans
(US\$ Billion)



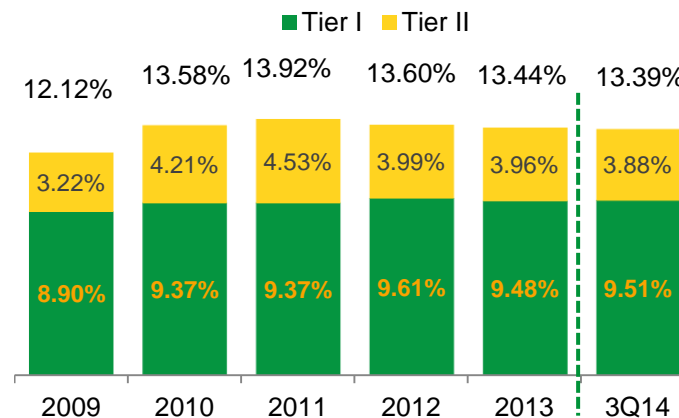
Total Deposits
(US\$ Billion)



Net Income
(US\$ Million)



BIS Ratio



Source: SBIF - Figures are converted to US\$ using an FX of USD/CLP of 599.2 (October 1st 2014) excluding Corpbanca investments in Colombia

Financial results



Dollar US\$

US\$ Million

	3Q'13	4Q'13	1Q'14	2Q'14	3Q'14	%Δ (LTM)
Operating Revenues	448	461	465	458	461	12.5%
Provision Expenses	96	60	113	97	92	12.0%
Operating Expenses	186	201	185	201	200	5.6%
Net Income	139	169	143	137	138	20.3%
Total Loans	23,000	24,070	24,405	24,468	25,580	11.2%
Total Assets	32,134	33,876	35,296	36,207	37,865	17.8%
Total Deposits	18,991	19,406	19,467	19,703	20,393	7.4%
Equity	2,531	2,640	2,644	2,765	2,850	12.6%

Figures are converted to US\$ using an FX of USD/CLP of 599.2 (October 1st 2014)

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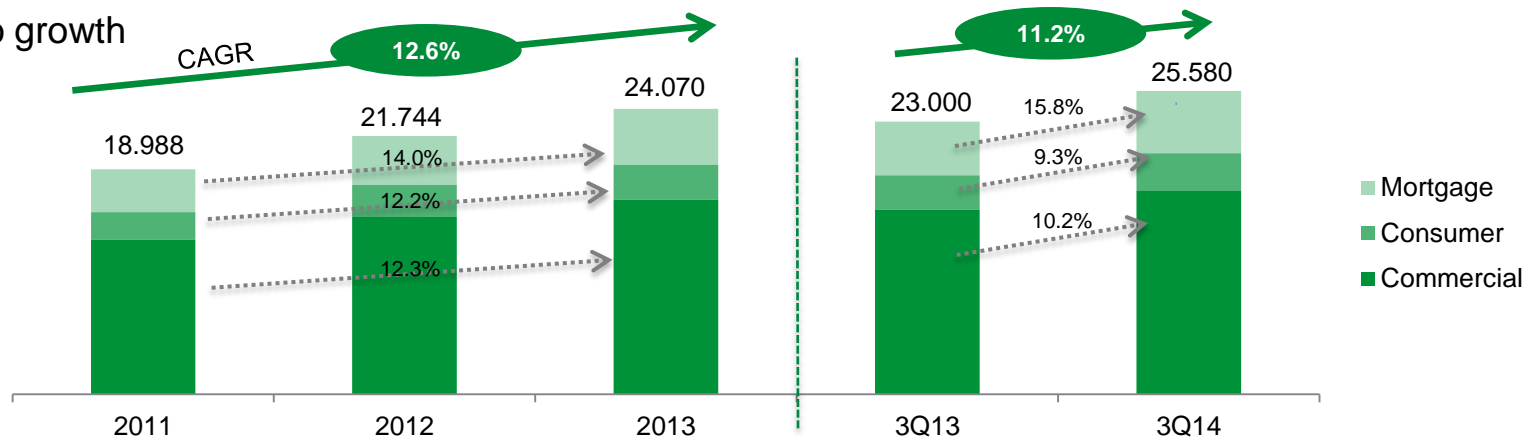
Figures are converted to US\$ using an FX of USD/CLP of 599.2 (October 1st 2014)

Operating Revenues

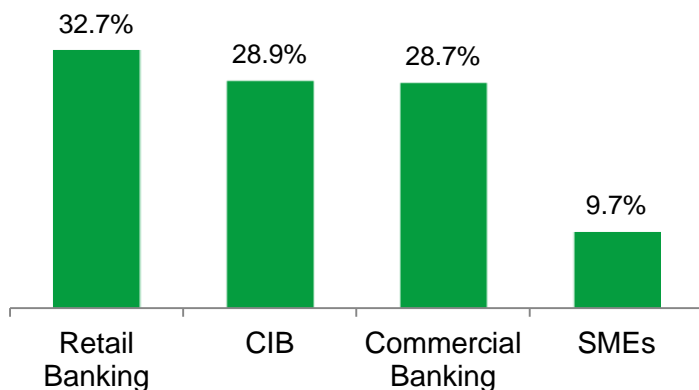


Sustained and profitable growth

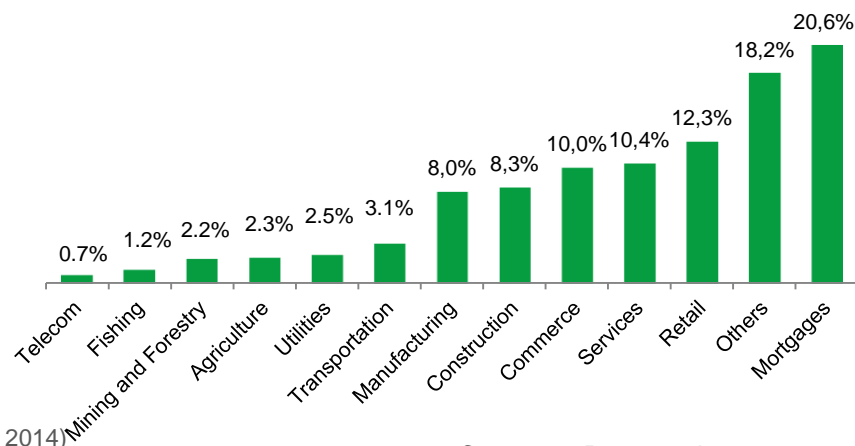
Loan Portfolio growth
(US\$ Million)



Total Loans by segment



Diversification



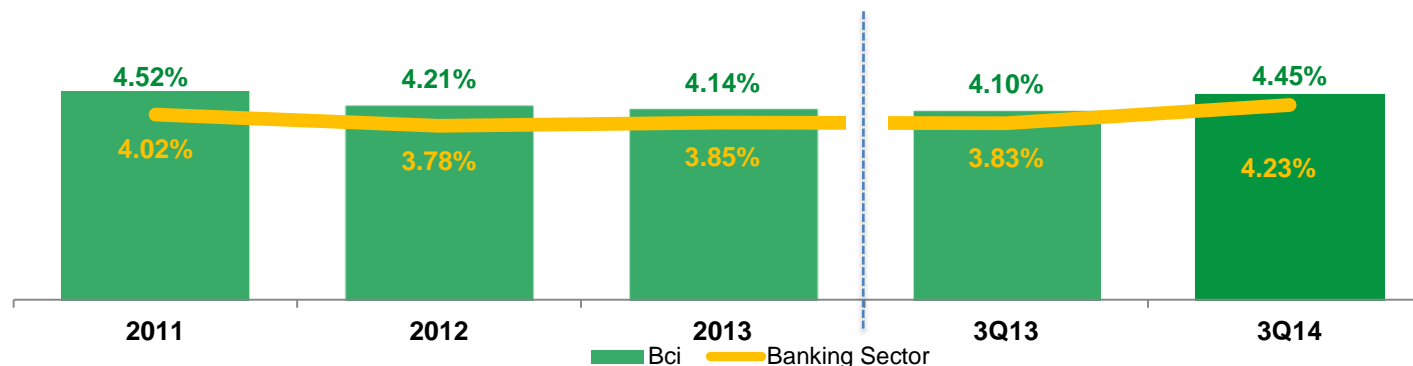
Source: SBIF - * Figures as of September 2014.

Bci figures are converted to US\$ using an FX of USD/CLP of 599.2 (October 1st 2014)

Sustained and profitable growth

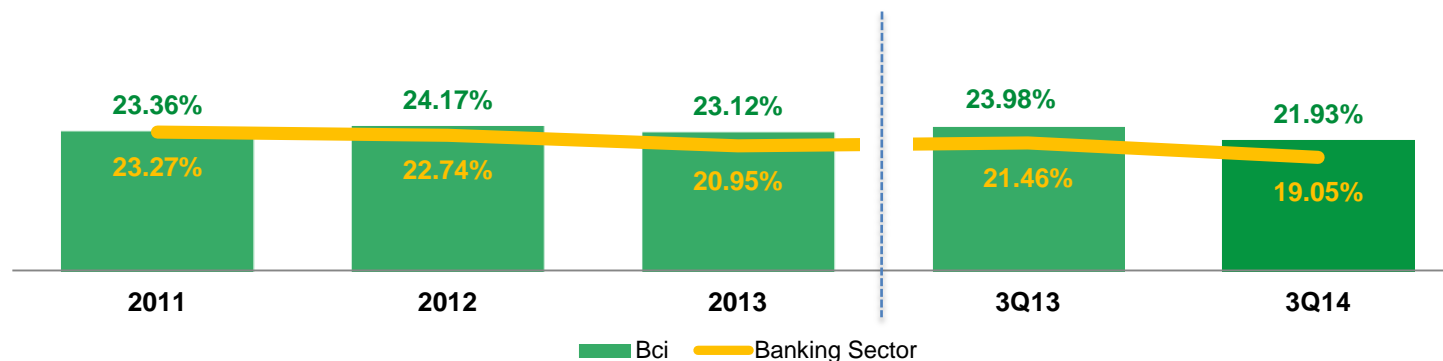
NIM (LTM) (%)

(Net interest margin/ average interest earning assets)



Fee income ratio (LTM) (%)

(Net fees/ net fees + net interest margin)



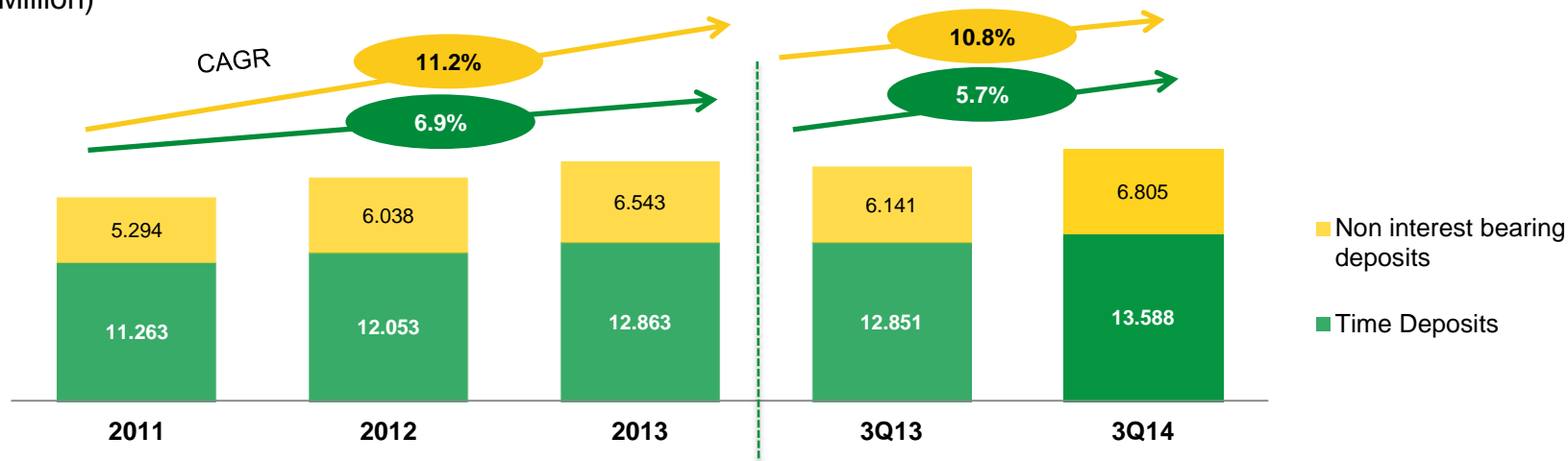
*This is the average of the last 13 months for earnings assets. Interest earning assets include: Total loans. Trading portfolio financial assets. Investments under agreements to resell. Financial investments available for sale . and held –to- maturity securities .

**Certain loan-related fees may be included as part of fee income under SBIF regulations

Funding sources



Non interest bearing deposits & Time deposits (US\$ Million)



Local funding

	Amount placed US\$ million	Type of instrument	Currency	Term
2013	206	Subordinated Bonds	UF	30 years
	536	Current Bonds	UF	5 -10 years
	112	Current Bonds	UF	5-10 years
2014	310	Current Bonds	CLP	5 years

International funding

	Amount placed US\$ million	Type of instrument	Country/ Region	Term
2013	500	144 A Bond	USA	10 years
	150	Syndicated Loan	Global	2 years
	497	Commercial Paper*	USA	< 1 year
	226	Bond	Switzerland	3 years
2014	135	Bond	Switzerland	2 years
	125	Syndicated Loan	Japan	3 years
	167	Bond	Switzerland	5 years

Bci figures are converted to US\$ using an FX of USD/CLP of 599.2 and a UF of \$24.700 (October 1st 2014)

Financial results



Dollar US\$

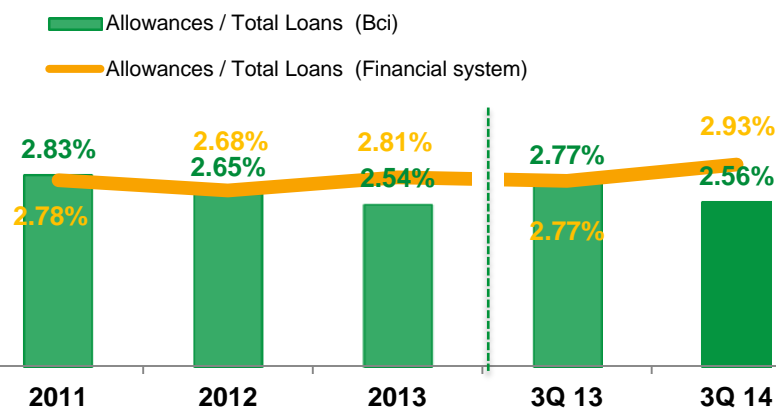
US\$ Million

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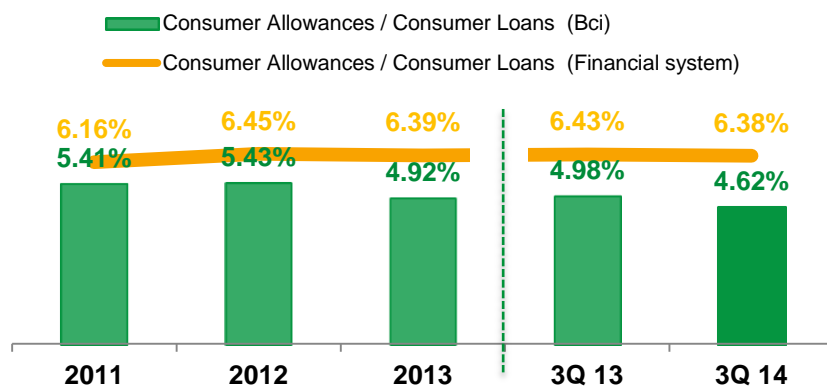
Figures are converted to US\$ using an FX of USD/CLP of 599.2 (October 1st 2014)

Conservative risk management policies

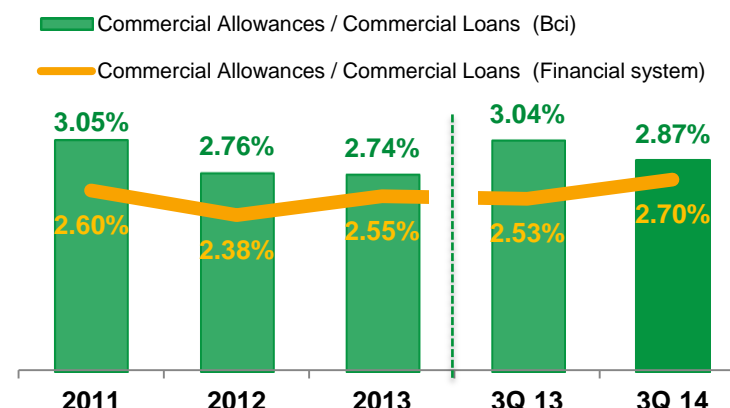
Risk Index Total Loans* (%)



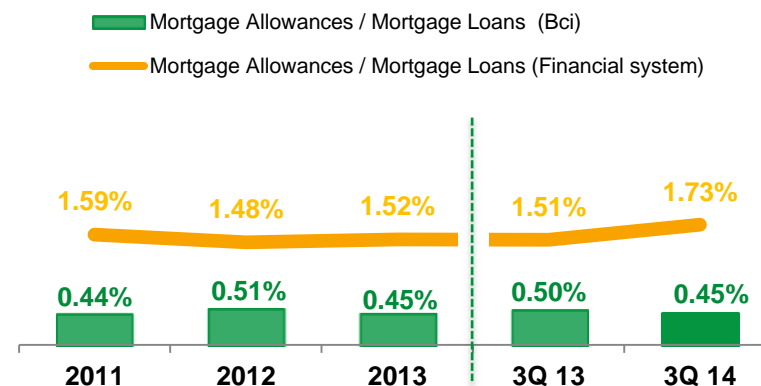
Risk Index Consumer Loans* (%)



Risk Index Commercial Loans* (%)



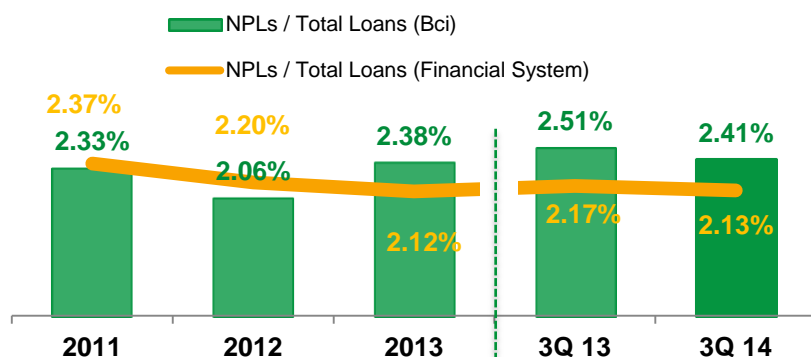
Risk Index Mortgage Loans* (%)



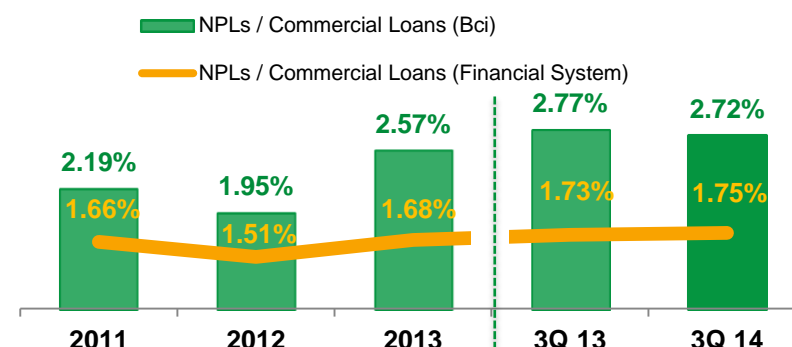
* Includes additional allowances. Total loans include interbank loans

Conservative risk management policies

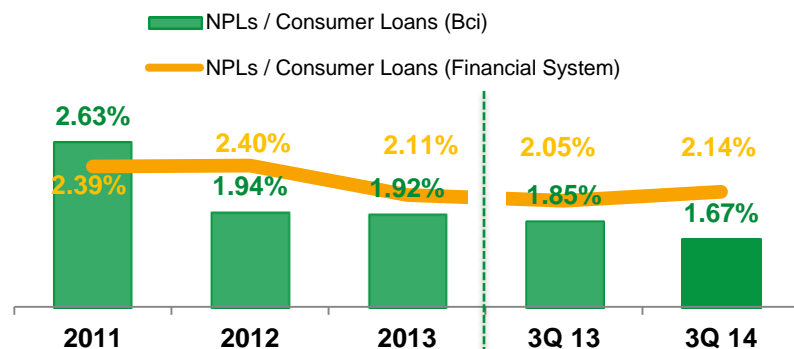
NPL Ratio (NPLs/Total Loans) %



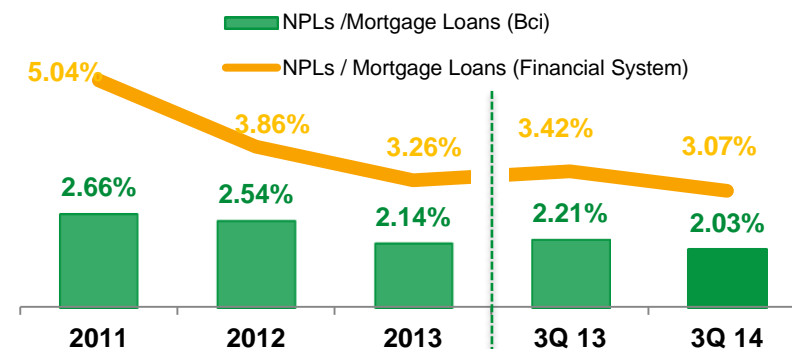
NPL Ratio (Commercial Loans) %



NPL Ratio (Consumer Loans) %



NPL Ratio (Mortgage Loans) %



* NPLs and Loans from Individual balance sheet.

Financial results



Dollar US\$

US\$ Million

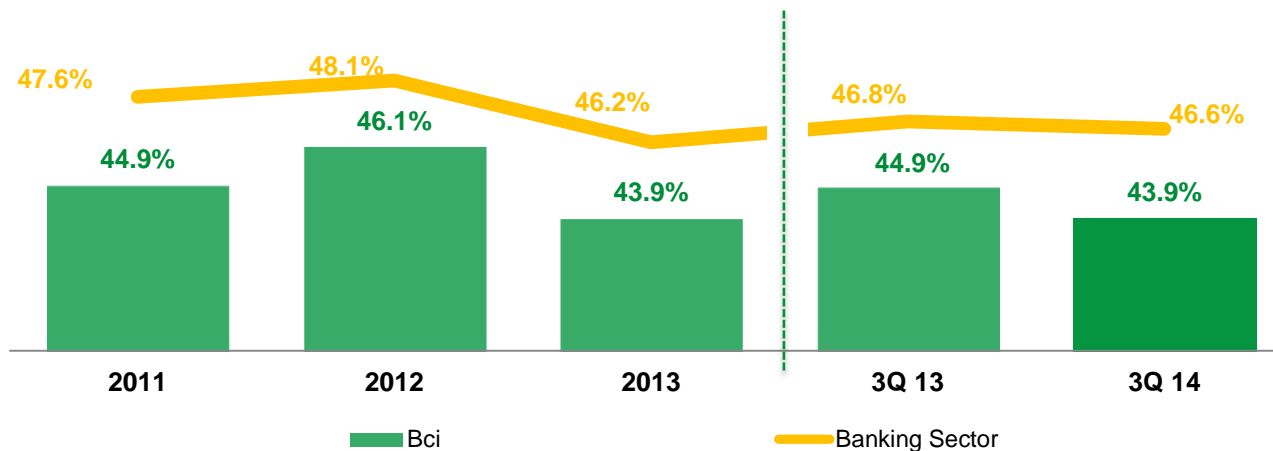
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Operating expenses



Efficiency ratio (LTM)* (%)



*Efficiency ratio (as calculated by SBIF (operating expenses/pre-tax income including additional allowances)

	3Q13	3Q14
 Employees	10.619	10.525
 Contact Points	385	364
 Bci	308	309
 Nova	77	55

Financial results



Dollar US\$

US\$ Million

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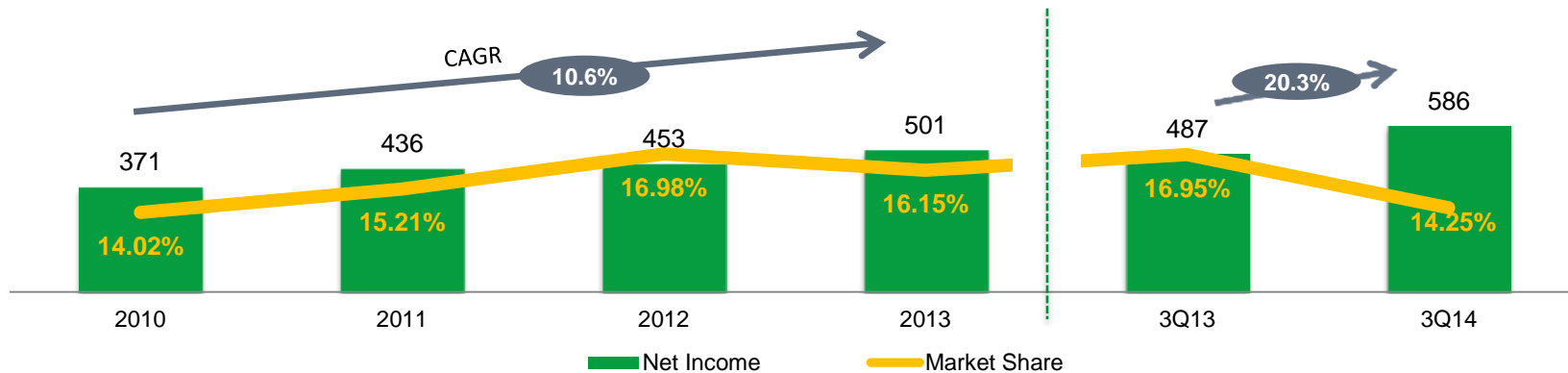
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Net income

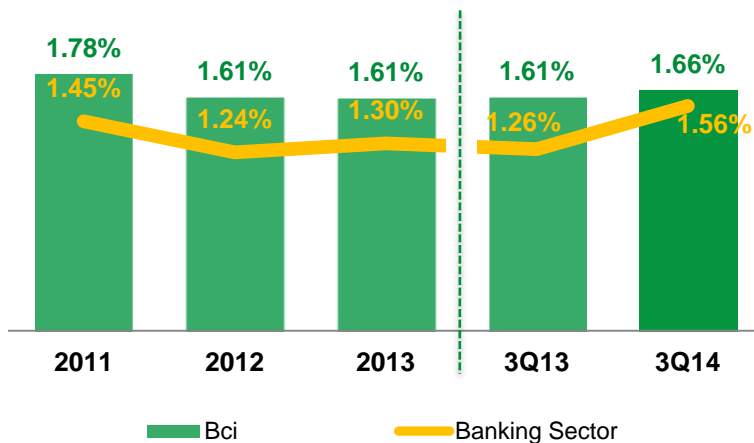


Sustained and profitable growth

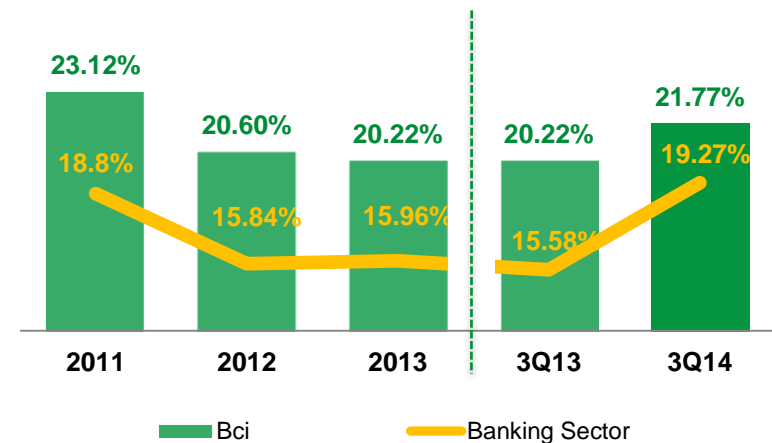
LTM Net Income and Market Share*
(US\$ Million)



ROAA (%)



ROAE (%)

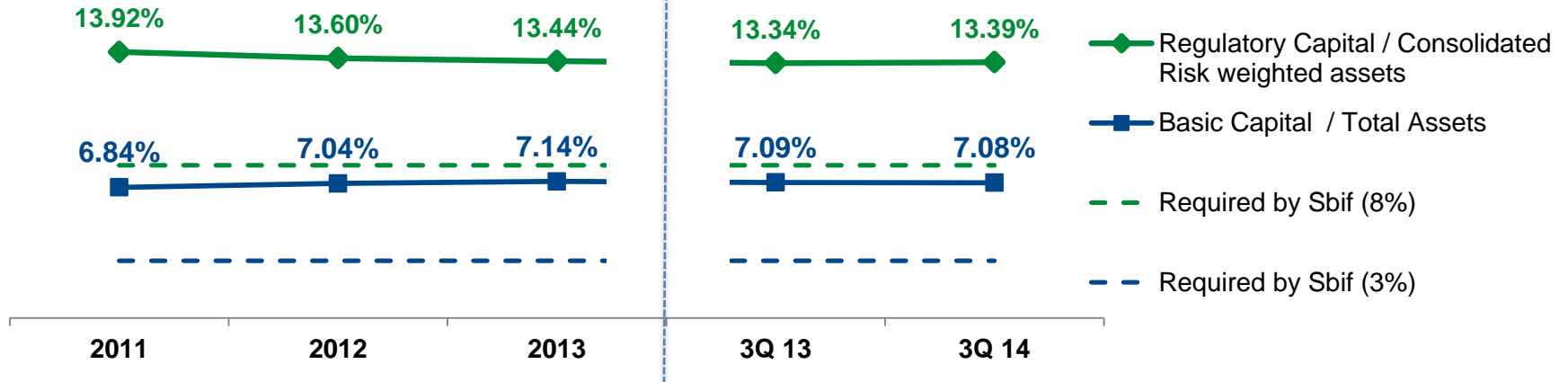


* LTM values. Excluding Corpbanca's acquisition in Colombia

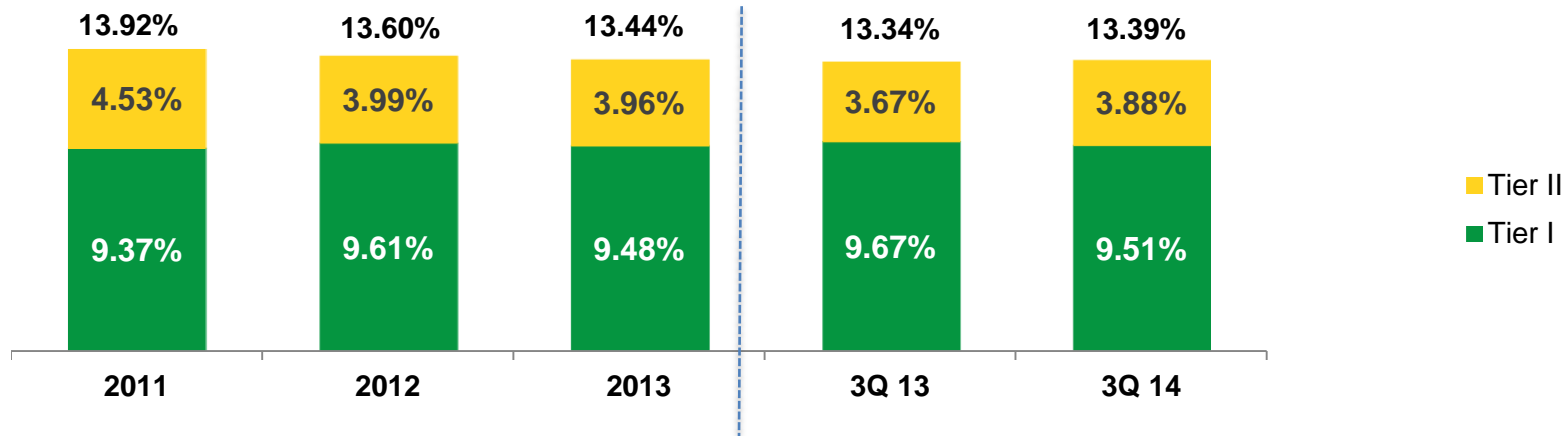
Sound capital levels



Capital Base



Capital Base



*Tier I and Tier II according to Basel I

Summary



-
-  Strong loan growth: As of September 2014 it reaches 11.2%. higher than the financial industry's 10% growth.
 -  High levels of NIM: Reaching a level of 4.45% as of September.
 -  Better efficiency levels than the financial system: 43.9% compared to 46.6% for the industry.
 -  Attractive Net Income growth: 20.3% for the last twelve months-.400 bps higher than in 2013.
 -  High return: ROAE of 21.8%.
 -  One of the best credit ratings in the region: A (according to Standard & Poor's)
 -  Enhancing risk processes through a transformational project that will lead us to have market leading practices.
 -  Our capital level continues to improve-.Tier1 Ratio of 9.37% in 2011 versus 9.51% as of September 2014.

Through profitable and healthy growth. Bci continues to generate value for its shareholders.

Q&A

Annual Conference Call.

December 2013

Thank you

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