




Third Quarter Results Conference Call



Banco Crédito e Inversiones

December, 2012



- 
- A decorative image on the left side of the slide shows a computer monitor displaying a financial chart and a keyboard. A yellow arrow points from the monitor towards the list.
- Bci continues with a profitable and healthy growth strategy, on segment with momentum.
 - Q3 Bci accumulated net income is one of the best in the banking industry (Bci -5,4% vs Banking System -13,2%).
 - Higher RoE than the financial system.
 - Lower risk index compared to last year.
 - Improvement of the agency credit classification.
 - Successful funding diversification strategy.
 - Conservative liquidity and capital adequacy policy.

Bci continues to generate value for its shareholders.

3rd Largest privately owned bank in Chile

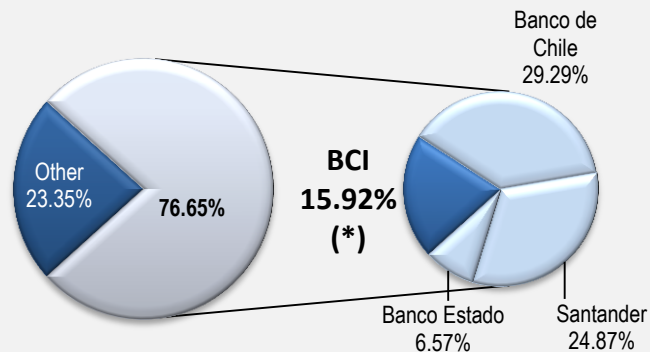
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3

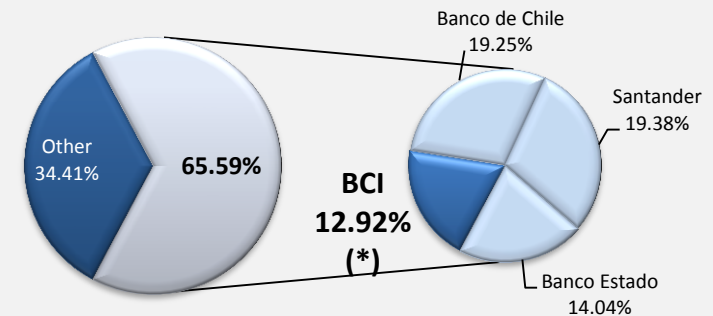
Four Largest Banks in Chile: Banco Santander-Chile, Banco de Chile, Banco Bci & Banco Estado (Government Bank)

Market share in terms of Net Earnings *



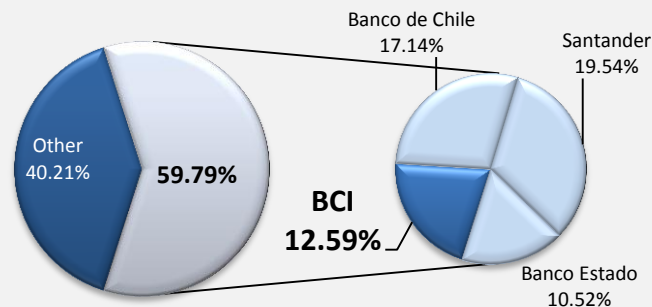
* Does not include Corpbanca's investment in Colombia.

Market share in terms of Loans *

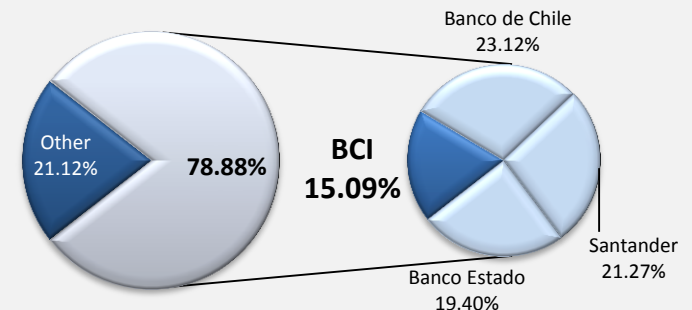


* Does not include Corpbanca's investment in Colombia.

Market share in terms of Shareholder's Equity



Market share in terms of NIBD



*Data under IFRS.

Source: Sbif

Comparison with Chilean peers – Financial System

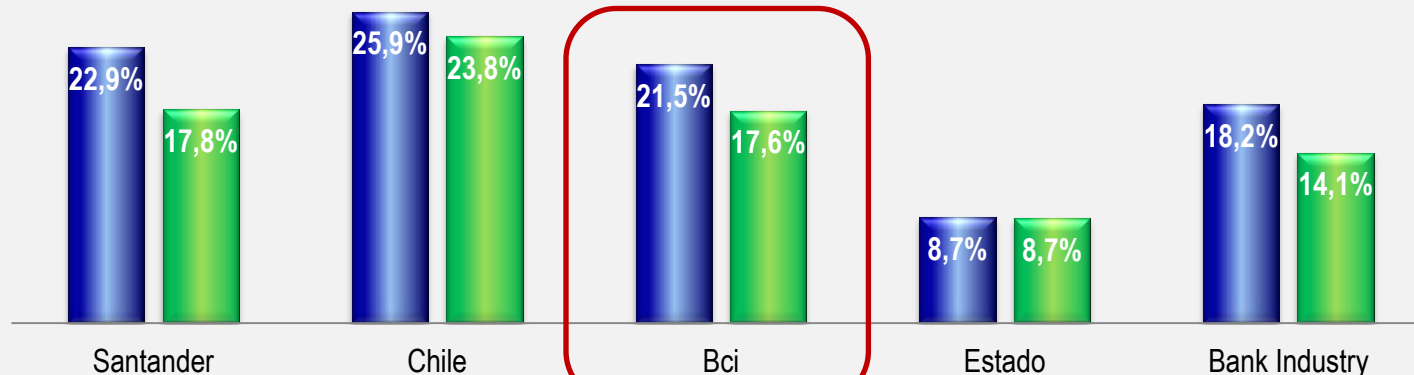
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4

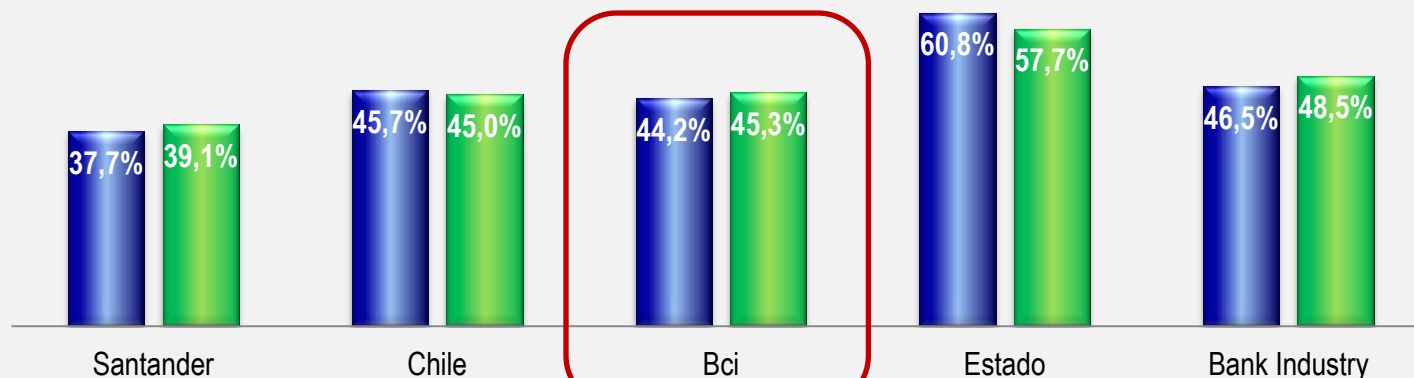
Roe

■ As of Sep'11 ■ As of Sep'12



Efficiency Ratio comparison

■ As of Sep'11 ■ As of Sep'12



Source: Sbif

Loan Portfolio

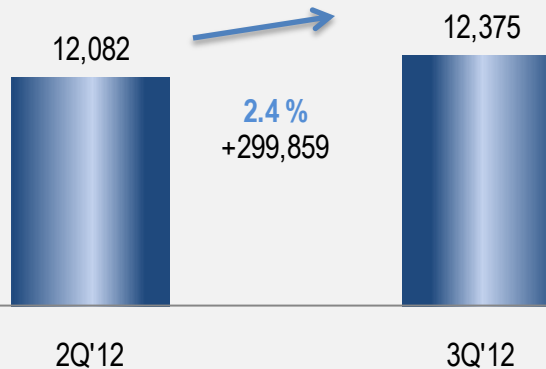
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Conference
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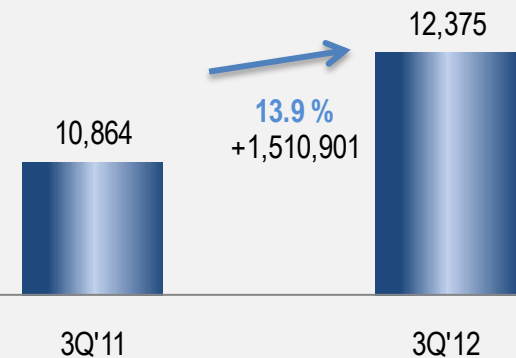
5

Total Loans

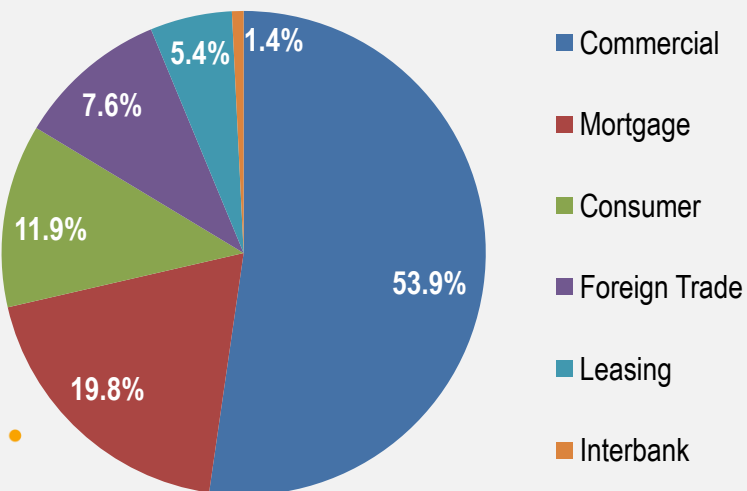
QoQ Total Loans (Ch\$ billion)



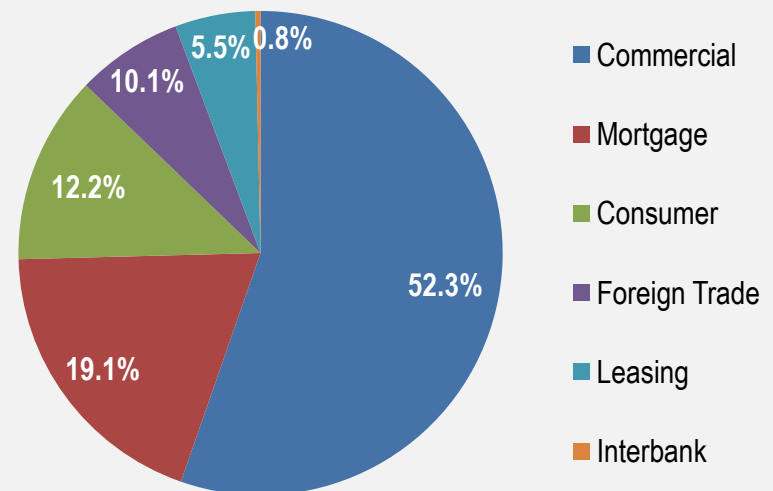
YoY Total Loans (Ch\$ billion)



Loan Portfolio Mix 3Q'11



Loan Portfolio Mix 3Q'12



Net Income

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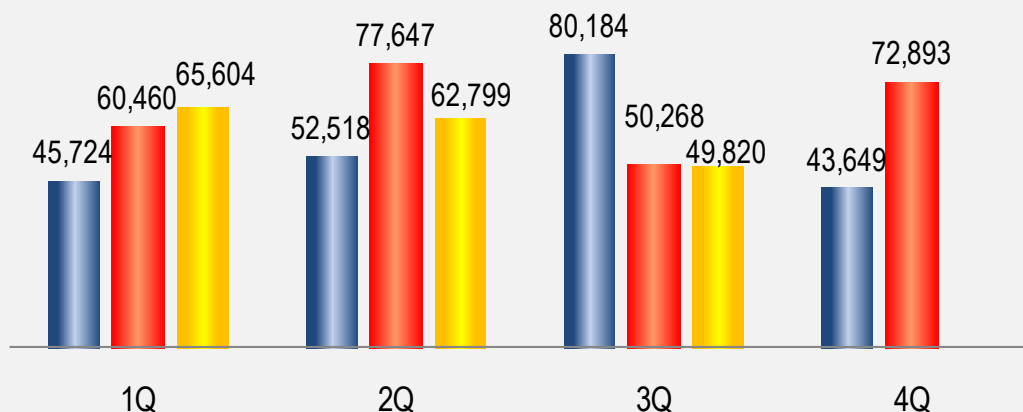


6

**Net
Income**

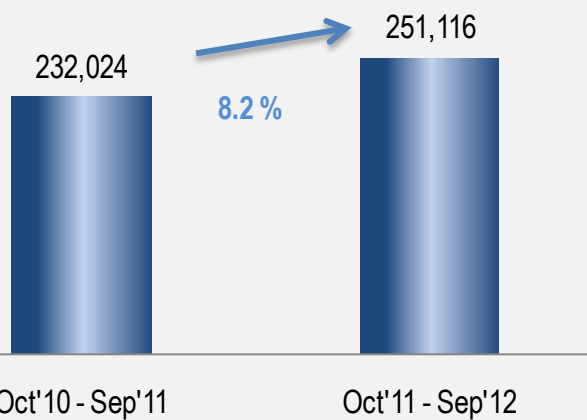
Net Income per Quarter (Ch \$million)

■ 2010 ■ 2011 ■ 2012



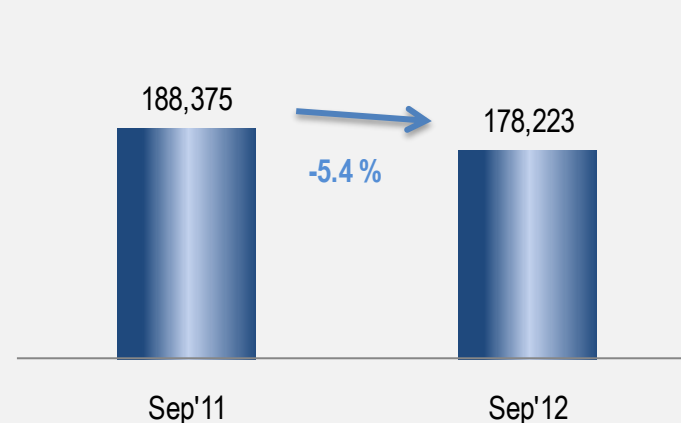
Last Twelve Months

Ch\$ million



Accumulated Net Income

Ch\$ million



Provision Expenses

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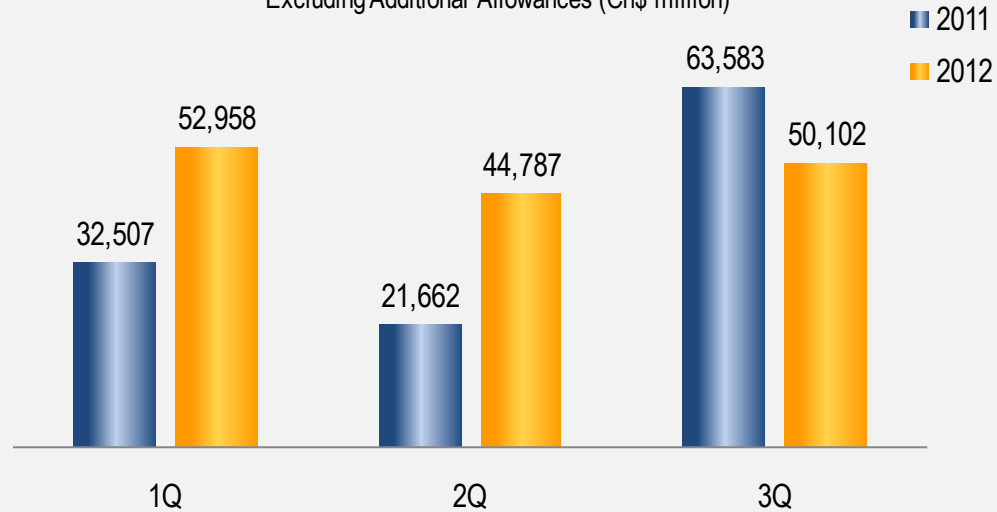
7



Provision Expenses & Inflation

Quarterly Provision Expense Evolution

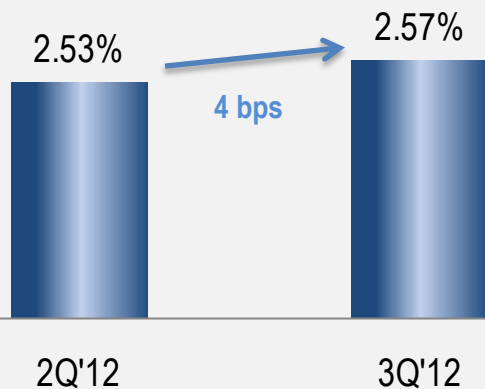
Excluding Additional Allowances (Ch\$ million)



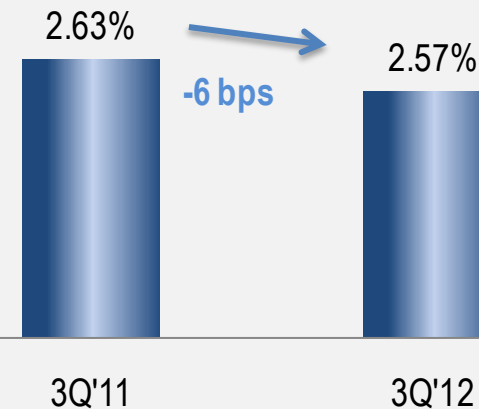


Allowances for Loan Losses

QoQ Allowances for Loan Losses



YoY Allowances for Loan Losses



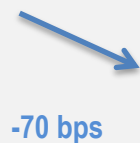
Allowances for Loan Losses/ Total Loans	3Q'11	2Q'12	3Q'12	3Q'12/2Q'12 QoQ Change	3Q'12/3Q'11 YoY Change
Commercial	2.81%	2.62%	2.62%	0 bps	-19 bps
Consumer	5.22%	5.38%	5.61%	23 bps	39 bps
Mortgage	0.46%	0.42%	0.41%	-1 bps	-5 bps
Bci	2.63%	2.53%	2.57%	4 bps	-6 bps
Financial System	2.48%	2.28%	2.32%	4 bps	-16 bps



Non Performing Loans / Net Loans

QoQ Non Performing Loans / Net Loans

2.84%



2.14%

2Q'12

3Q'12

Non Performing Loans / Net Loans monthly evolution

2.53%

2.26%

2.14%

Jul'12

Aug'12

Sep'12

Non Performing Loans / Total Loans	3Q'11	2Q'12	3Q'12	3Q'12/2Q'12 QoQ Change	3Q'12/3Q'11 YoY Change
Commercial	2.15%	2.96%	2.06%	-90 bps	-9 bps
Consumer	2.45%	2.72%	1.99%	-73 bps	-46 bps
Mortgage	2.73%	2.55%	2.56%	1 bps	-17 bps
Bci	2.29%	2.84%	2.14%	-70 bps	-15 bps
Financial System	2.46%	2.43%	2.29%	-14 bps	-17 bps

Net Interest Income & Fees

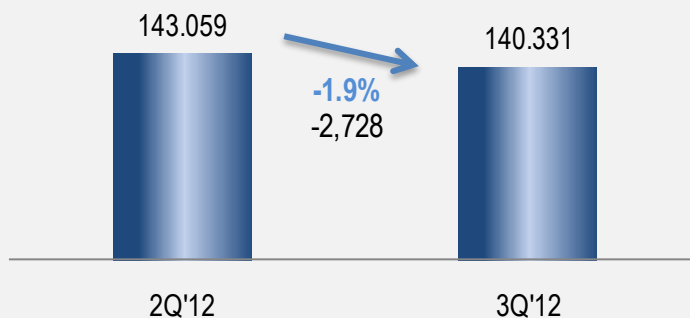
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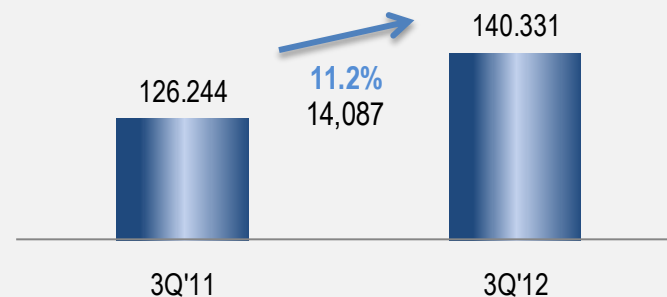
10

Net Interest Income & Net Fees

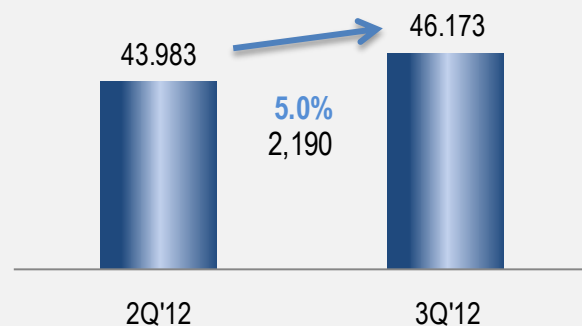
QoQ NII
(Ch\$ million)



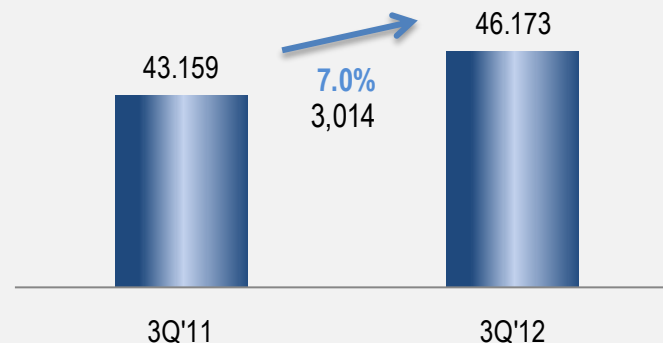
YoY NII
(Ch\$ million)



QoQ Net Fees
(Ch\$ million)



YoY Net Fees
(Ch\$ million)



Subsidiaries' Performance

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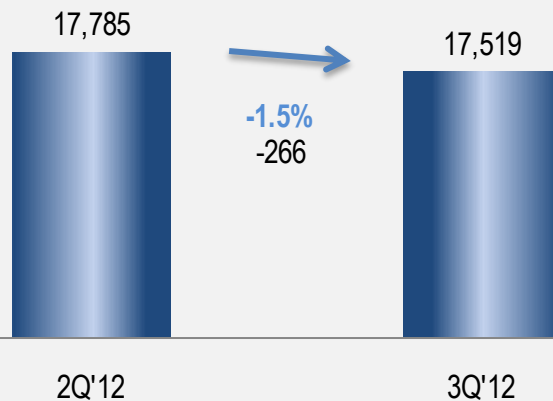


11

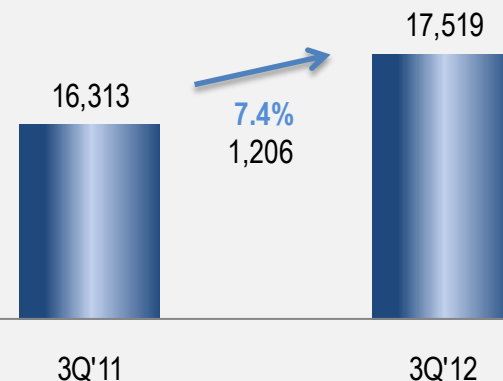


Subsidiaries' Income

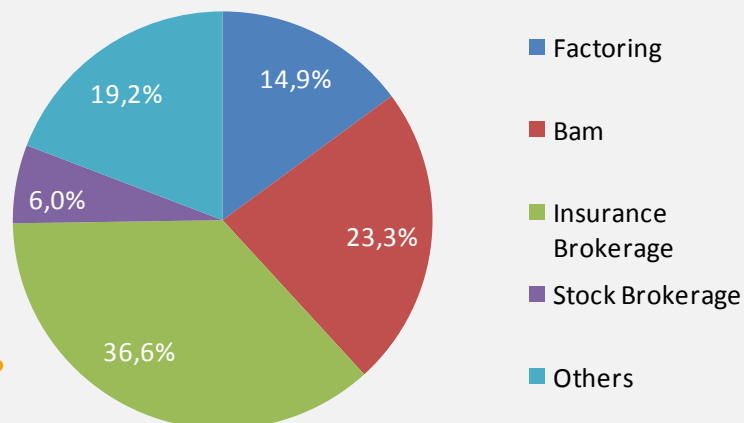
QoQ Subsidiaries' Income
(Ch\$ million)



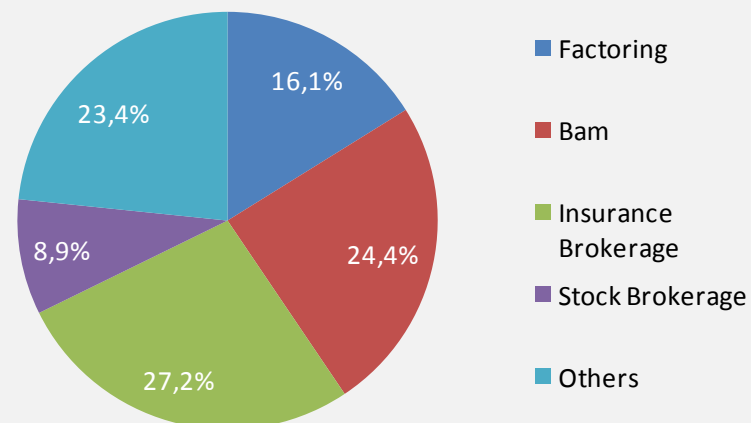
YoY Subsidiaries' Income
(Ch\$ million)



3Q'11 Subsidiaries' Contribution



3Q'12 Subsidiaries' Contribution



Funding sources

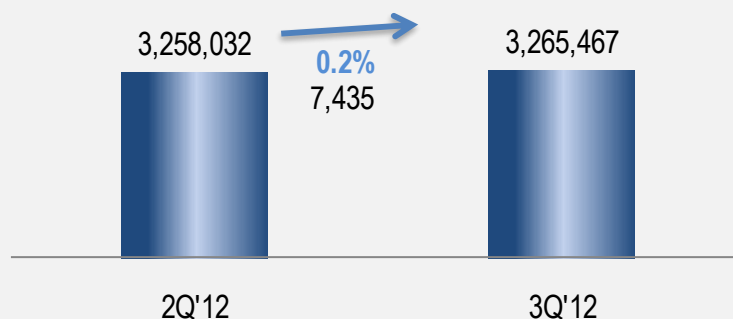
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Conference
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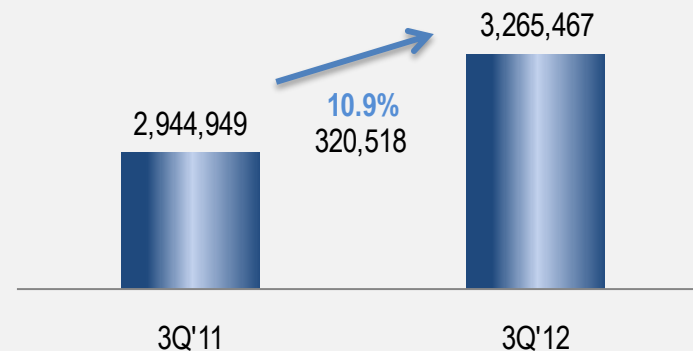
12

Non Interest Bearing Deposits

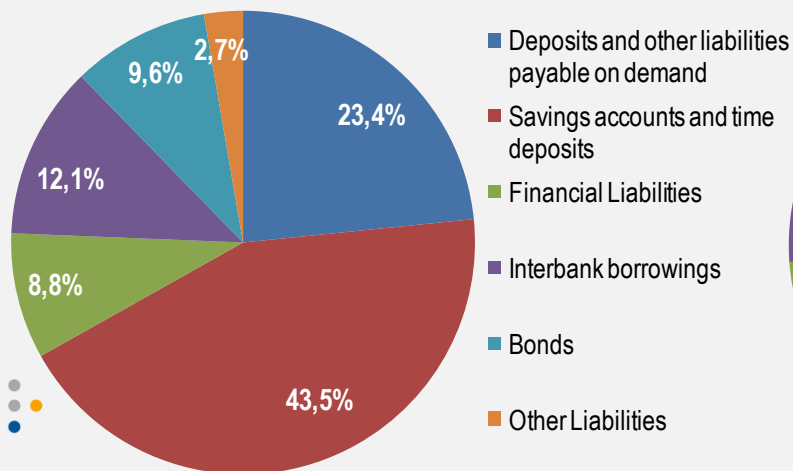
QoQ Non Interest Bearing Deposits
(Ch\$ million)



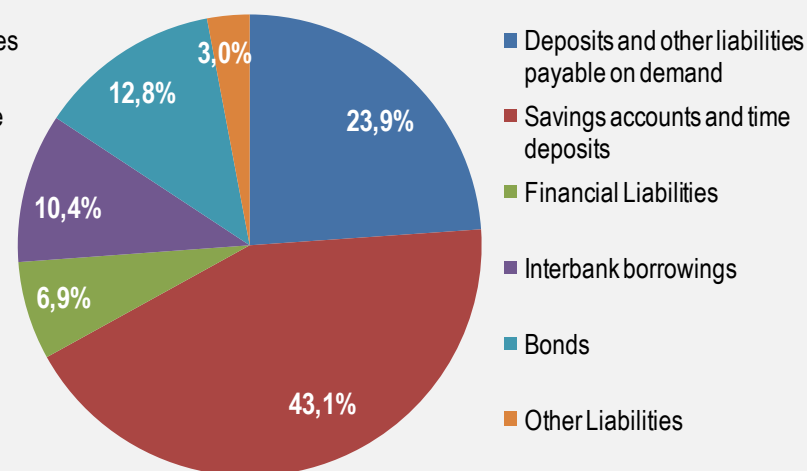
YoY Non Interest Bearing Deposits
(Ch\$ million)



Funding Mix 3Q' 11



Funding Mix 3Q' 12





2012

- **Mexican Bond:** US\$ 76 million.
- **144A Bond (NY, USA):** US\$600 million (with a demand for US\$ 3.000 and 245 bp over 5 years treasury).
- **Commercial Paper (Miami, USA):** US\$ 400 (USCP Program for US\$ 1.000 millions with the highest credit rating in USA: A1/P1 Standard & Poors/ Moodys).

2011

- **Syndicated Loan** in ASIA: US\$325 million.
- **Mexican Bond:** 1st Latin American financial institution to issue an international bonds in the Mexican Market: US\$ 172 million.

Operating Expenses & Efficiency

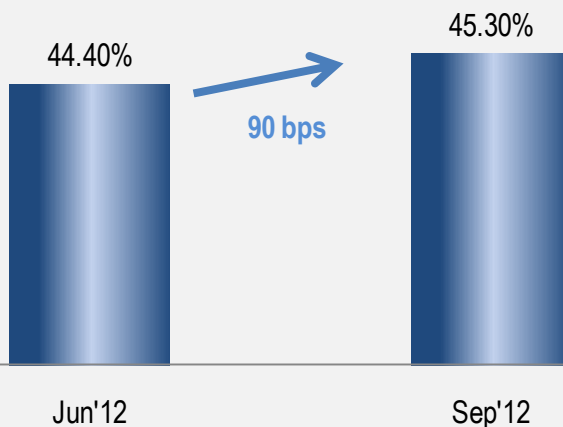
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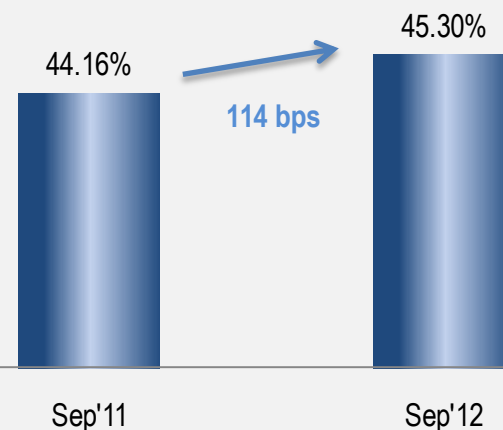
14

Operating Expenses / Gross Operating Revenues

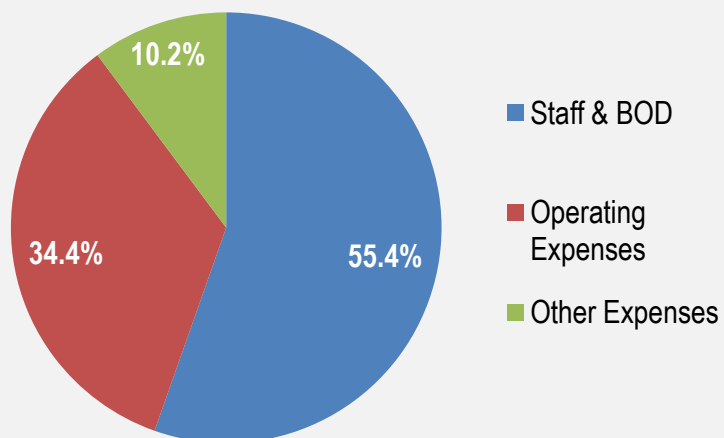
QoQ Operating Expenses / Gross Operating Revenues (accumulated)



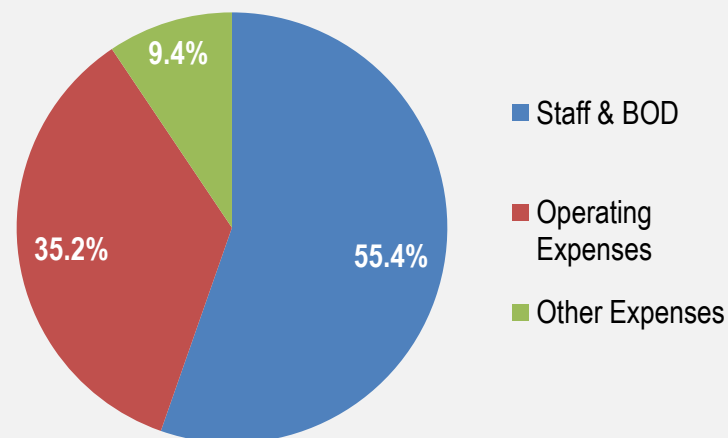
YoY Operating Expenses / Gross Operating Revenues (accumulated)



Operating Expenses 3Q'11
(Ch \$90,676 Million)



Operating Expenses 3Q'12
(Ch \$101,710 Million)



Return on Equity & Assets

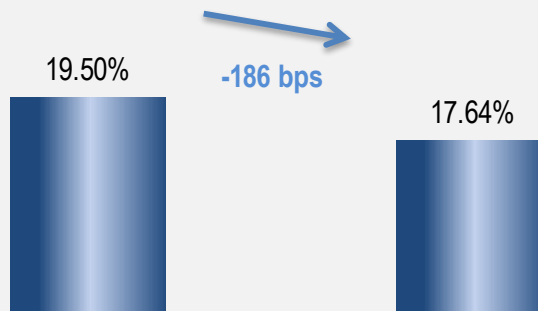
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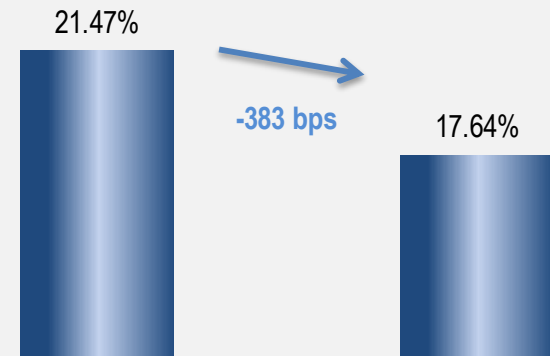
15

ROEA ▶

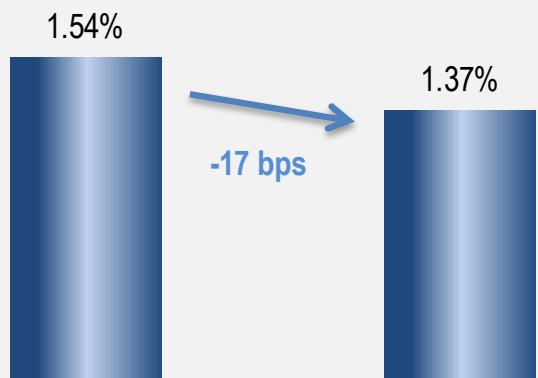
QoQ ROE



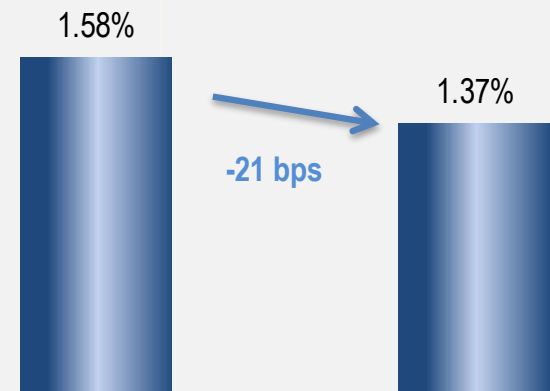
YoY ROE



QoQ ROA



YoY ROA



Source: Sbif

Capital Ratios

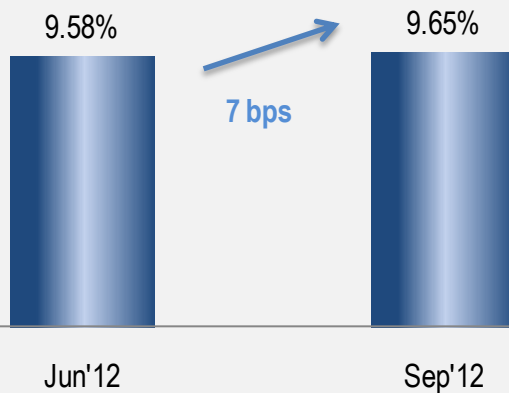
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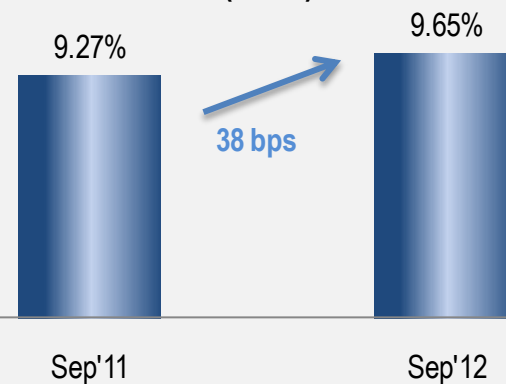
16

Capital Ratios

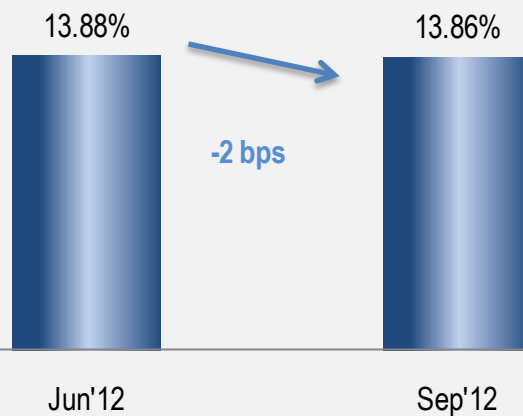
QoQ Basic Capital / Risk Weighted Assets (Tier I)



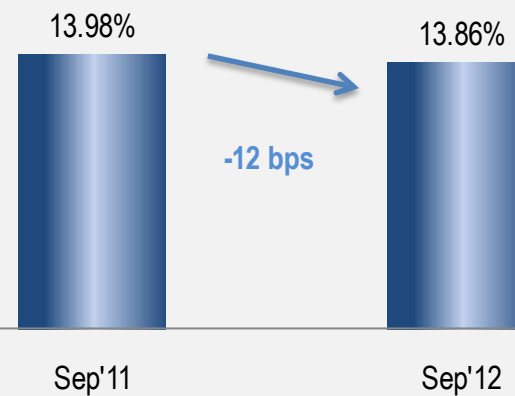
YoY Basic Capital / Risk Weighted Asset (Tier I)



QoQ Total Capital / Risk Weighted Assets



YoY Total Capital / Risk Weighted Assets



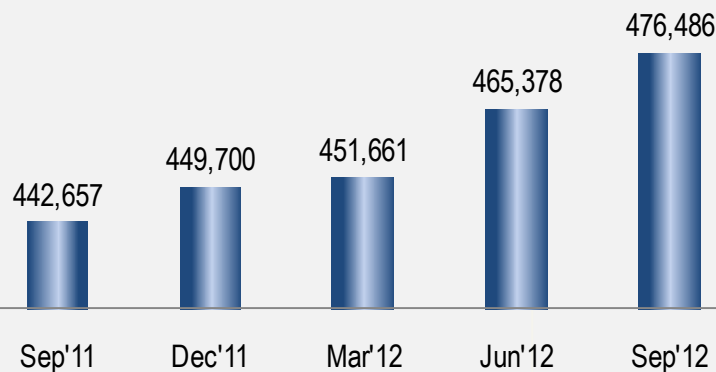
Customer Base & Branch Network

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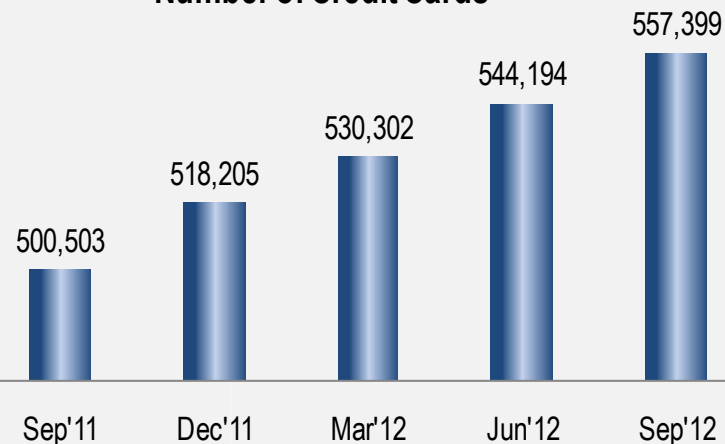


17

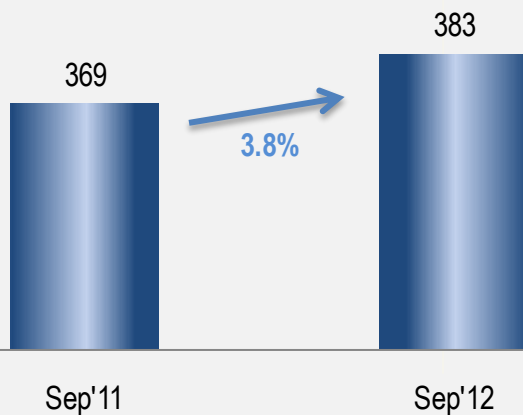
Number of Checking Accounts



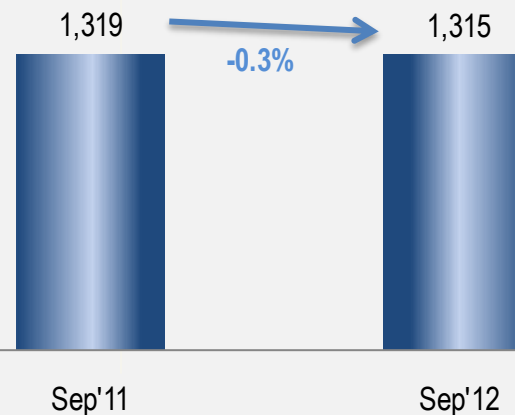
Number of Credit Cards



YoY Commercial Contact Points



YoY ATM's





Ratings

• International rating

Standard & Poor's	June 2012
Long-term Foreign Issuer Credit	A
Long-term Local Issuer Credit	A
Short-term Foreign Issuer Credit	A-1
Short-term Local Issuer Credit	A-1
Outlook	Stable

Moody's (*)	June 2012
Long term Rating	A1
Bank Financial Strength Rating	C
Short term Issuer Level Rating	P-1
Outlook	Stable

(*)Bank Deposit Ratings

• Local rating

Feller Rate	Rating August 2012
Solvencia	AA+
Perspectivas	Estables
DAP a más de 1 año	AA+
Bonos	AA+
Bonos subordinados	AA
Acciones	1ª Clase Nivel 1

Fitch Ratings	July 2012
Foreign Currency Long-term Debt	A-
Local Currency Long-term Debt	A-
Foreign Currency Short-term Debt	F1
Local Currency Short-term Debt	F1
Viability	a-
Outlook	Stable

Fitch Ratings	Rating July 2012
Corto Plazo	N1+
Largo Plazo	AA+
Bonos	AA+
Bonos subordinados	AA-
Acciones	1ª Clase Nivel 1
Rating Outlook	Estable



Summary

■ Bci's sound performance:

- Sustained growth in segments with potential and high profitability.
- Higher return than the market.
- Lower rate risk on a YoY basis and low NPL risk.
- Q3 Bci accumulated net income is one of the best in the banking industry (Bci -5,4% Banking System -13,2%).

■ Conservative risk history and low solvency risk:

- Successful progress in the funding diversification strategy.
- Low liquidity risk policy allowed to acquire the highest international short term credit with Moody's and S&P.
- Proactive capitalization policy with high BIS ratio.

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

Awards and Recognitions 2012

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20

Awards and Recognitions



1st place :
Corporate
Governance in
Chile

2012



1st place
Bank of the year

2012



2nd place in
Most innovative
companies in
Chile

2012



4th place:
Safest Bank in
LatinAmerica

2012



3rd place:
Corporate
Transparency
in Chile

2012



1st Company in Chile
to be Small Business
Certified or "Sello Pro
Pyme" - 2012



Q&A

Third Quarter Conference Call

December, 2012

All forward-looking statements made by Banco de Crédito e Inversiones involve material risks and uncertainties and are subject to change based on various important factors which may be beyond the Bank's control. Accordingly, the Bank's future performance and financial results may differ materially from those expressed or implied in any such forward-looking statements. The Bank does not undertake to publicly update or revise the forward-looking statements even if experience or future changes make it clear that the projected results expressed or implied therein will not be realized.

All amounts presented are in nominal terms.