

[04]

SENIOR MANAGEMENT

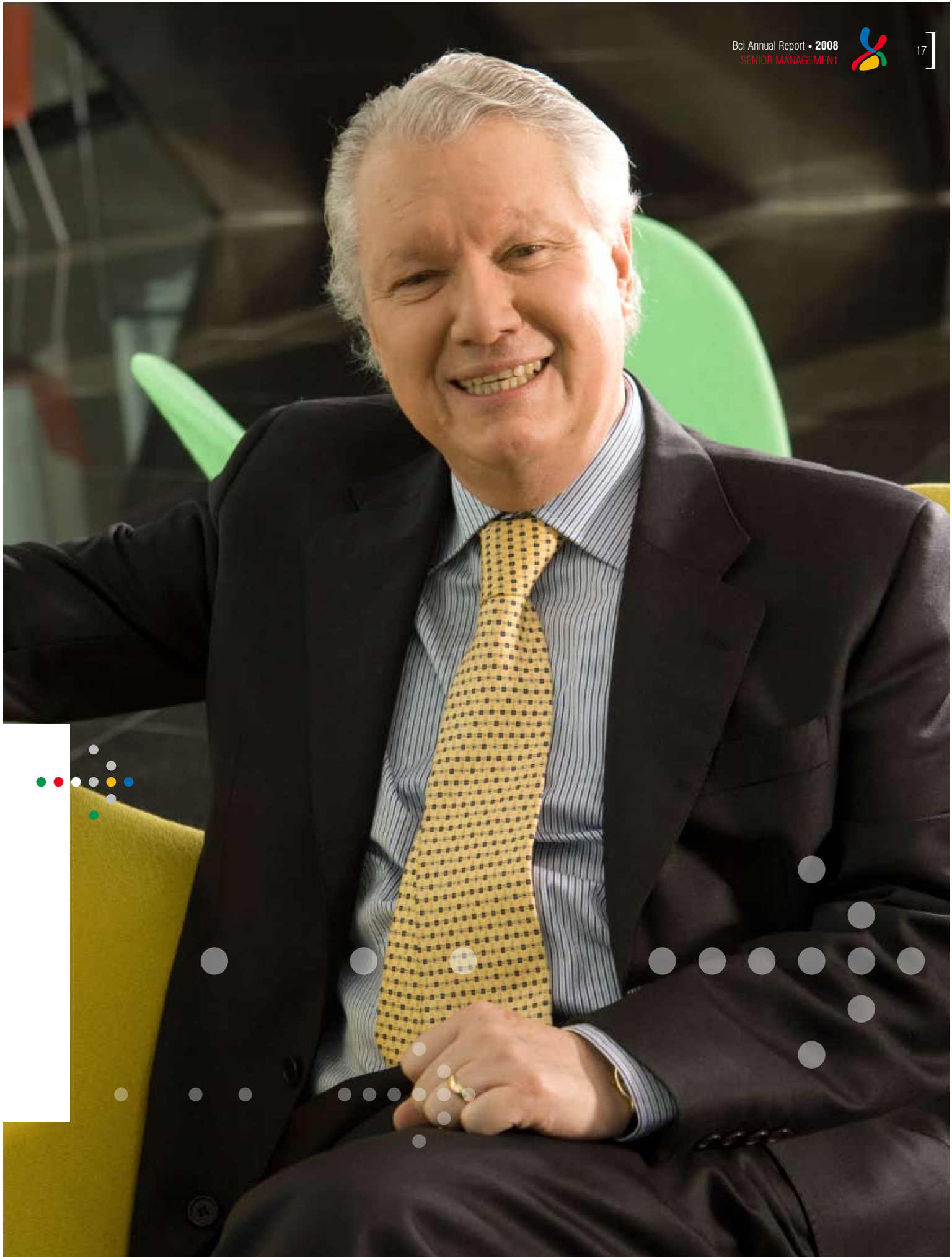
Within the organizational structure, the most important executive levels of Bci are those being held by Senior Executives who report directly to the Chief Executive Officer.

The Managerial Committees review the performance of the business and align the corporate strategic plans. In the Corporate Governance and CSR Report accompanying this Annual Report, the composition and functions of the main Managerial Committees are further detailed.



“I am proud to have a group of team members like Bci’s, who are capable of **reaching all of the goals** we set our minds to, and at the same time, increasing **customer satisfaction and improving the workplace** environment despite all the challenges and demands”

LIONEL OLAVARRÍA LEYTON
BCI’S CHIEF EXECUTIVE OFFICER FOR 15 YEARS



[04] SENIOR MANAGEMENT

[Senior Leaders]



From left to right

•••• **Pablo Jullian Grohnert**
Chief Human Resources Officer

•••• **Marcela Bravo Puldain**
Corporate Communications and CSR Head

•••• **Carlos Andonaegui Elton**
Corporate Secretary

•••• **Mario Gómez Dubravcic**
Chief Commercial Banking Officer

•••• **Roberto Bustos Kaempffer**
Chief Financial Officer and Controller

•••• **Humberto Béjares Jara**
Corporate Advisor

•••• **Pedro Balla Friedmann**
General Counsel



•••• **Abraham Romero Pequeño**
Chief Retail Banking Officer

•••• **Graciela Durán Vidal**
Audit and Compliance Head

•••• **Andrés Atala Hanna**
Corporate Risk Advisor

•••• **Nicolás Dibán Soto**
Chief Corporate Risk Officer

•••• **Eugenio Von Chrismar Carvajal**
Treasurer and International Division Head

•••• **Mario Gaete Hörmann**
Chief Operating and Technology Officer

•••• **Eduardo Paulsen Illanes**
Corporate Projects and Innovations Head





Managerial committees support the progress of the business

:: Senior Leaders



Commercial Banking and Subsidiaries

Mario Gómez Dubravcic
Germán Acevedo Campos
Fernán Barrios Larrañaga
Antonio Le Feuvre Vergara
Francisco López Alonso
Claudio Martínez de la Harpe
Javiera Ramírez Collyer
Gerardo Spoerer Hurtado

[Group Head]
[Chief Executive Officer - Bci Factoring S.A.]
[Leasing]
[Large Corporations]
[Corporate Banking Business Development]
[Medium-size and Large Companies]
[Middle Market]
[Chief Executive Officer - Bci Asset Management S.A.]



Retail Banking

Abraham Romero Pequeño
Sandro Araya Molina
Marcos Castro Vega
Rodrigo Corces Barja
María Francisca Errázuriz Correa
Luis Felipe Hirane Sarkis
Lily Justiniano Berardi
Vivian Nazal Zedan
Nelson Rojas Mena
Juan Pablo Stefanelli Dachena
Eduardo Valenzuela Vaillant

[Group head]
[TBanc]
[Regions]
[Metropolitan Area]
[Preferential Banking]
[Chief Executive Officer - Bci Nova]
[Chief Executive Officer - Análisis y Servicios S.A.]
[Agreements and Alliances]
[Chief Executive Officer - Bci Corredores de Seguros S.A.]
[Small Business Banking]
[Telecanal Bci]



Treasury and International Division

Eugenio Von Chrismar Carvajal
Jorge Barrenechea Parra
Jorge Cristoffanini Olmedo
Francisco Cuesta Esquerra
José Luis de la Rosa Muñoz
Santiago Edwards Morice
Jorge Farah Tare
José Luis Figueras Sepúlveda
Ricardo Gabler Zúñiga
Alberto Potin Olazarri
Héctor Valenzuela Lamb
María Grisel Vega
Ricardo Victorero Castaño

[Group head]
[Asset and Liability Management & International Representation Offices]
[Private Banking Middle and Back Offices]
[Chief Executive Officer - Bci Asesoría Financiera S.A.]
[Financial Management]
[Trading Desk]
[Area Advisor]
[Sales Desk]
[International Area]
[Fixed Income Portfolio Management]
[Chief Executive Officer - Administradora General de Fondos S.A.]
[Chief Executive Officer - Bci Miami]
[Chief Executive Officer - Bci Corredor de Bolsa S.A.]



Marketing

Felipe Alcaíno Vergara
Ignacio Echeverría Saldes
Christian Meyer González
Bárbara Schwerter Eckholt
Mauricio Zárate González

[Business Intelligence Unit]
[Corporate Image]
[Mortgage]
[Payment Instruments and Products]
[Segments]



Corporate Risk

Nicolás Dibán Soto
Manuel Alfero Ghio
Rubén Aracena Yáñez
Galo Bertrán Rubira
Horacio Eyzaguirre Johnston
Rodrigo Junco Figueroa
Juan Pablo Risco Ríos
Mario Sarrat González
Manuel Tapia Salazar
Gerardo Zegers Domínguez

[Group head]
[Corporate Credit Management]
[Bci Nova Risk Management]
[Chief Executive Officer - Compañía de Normalización y Cobranza de Créditos S.A.]
[Follow-up and Portfolio Control]
[Impaired Portfolio Management]
[Market Risk]
[Retail Banking Risk]
[Risk Analysis and Management]
[Operational Risk]



Operations and Technology

Mario Gaete Hörmann
Patricio Alcayaga Murtagh
Pablo Cousiño Espinoza
Danilo González Asensio
José Alfredo Guerrero Benito
José Manuel Izquierdo Correa
Patricio Mardones Celis
Orlando Melo Solari
Eduardo Uchida Silva

[Group head]
[Financial Operations]
[Technology and Innovation]
[Branches and Central Units]
[Information Technology]
[Retail Banking Operations]
[Procurement and Suppliers]
[Security]
[SME Operations]

Human Resources

Pablo Jullian Grohnert
Rafael Barrera Renault
Andrea Barría Muñoz
Guillermo Gallardo Labra
Gonzalo Pizarro Sironvalle
Alberto Zañartu Ossa

[Group head]
[Strategic Business Partner]
[Organizational Development and Training]
[Labor Relations]
[Personnel Development]
[Strategic Business Partner]

Corporate Projects and Innovation

Eduardo Paulsen Illanes
Claudia Ramos Arellano
Patricio Salinas Gutiérrez
Pedro Tapia Guzmán

[Group head]
[Commercial Effectiveness]
[Corporate Quality of Service]
[Bci 2010 Branch Network Project]

Corporate Planning, Management and Financial Control

Roberto Bustos Kaempffer
Juan Ignacio Acevedo Vogel
Andrés Irrarázabal Ureta
Osvaldo Lastra Acuña
Fernando Vallejos Vásquez
Ignacio Yarur Arrasate

[Group head]
[Planning]
[Business Development]
[Management Control]
[Accounting]
[Efficiency and Corporate Performance]

Audit and Compliance³

Graciela Durán Vidal
Renato Blaskovic Aravena
Ximena Kutscher Taiba

[Group head]
[Technological Risk Audit]
[Processes Audit]

Legal Division

Pedro Balla Friedmann
Fernando Carmash Cassis
Arturo Prado Puga

[Group head]
[Legal Acts and Contracts]
[Judicial Area]

Corporate Communications and Social Responsibility

Marcela Bravo Puldain

[Group head]

Corporate Secretary

Carlos Andonaegui Elton

[Corporate Secretary]

Corporate Advisor

Humberto Béjares Jara

[Corporate Advisor]

Risk Advisor

Andrés Atala Hanna

[Risk Advisor]



A fundamental aspect for Bci is to add value to the business through the development of its team members

3 Audit and Compliance report directly to the Chairman and in an administrative manner to the Chief Executive Officer.