



Corporate Presentation 4Q 2020

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February 2021





Bci at a glance



Leading financial institution in Chile in Loans

Profitable and financially sound

as of December 2020

US\$80.39 bn
(+13.5% YoY)
Total assets

US\$50.44 bn
(+4.5% YoY)
Total loans

US\$446.6 mm
Net Income YTD
(ROAE 8.06%)**

US\$5.8bn
Market Cap¹

Credit rating profile:

A2
Moody's

A
S&P Global
Ratings

A-
Fitch
Ratings

Retail, Wholesale and Investment bank

- Segments (Affluent, Mass Affluent, Mass Market)
- SMEs
- Credit Cards
- Mortgage
- Consumer loans
- Deposits
- Commercial Bank
- Private bank
- Treasury Products
- Corporate Banking
- Asset Management
- Cash Management
- Factoring
- Leasing
- Stock brokerage
- Insurance brokerage

Diversified business model

- Largest bank in Chile (total loans)
- 3rd Largest Florida-based bank



CNB : 25.1% Loans
Bci Miami : 2.6% Loans



New Lines of Business



MACH



360 | Connect



Note: Figures are converted to US\$ using an FX of USD/CLP of 710.95 (January 2nd 2021); 1 Bloomberg as of December, 2020

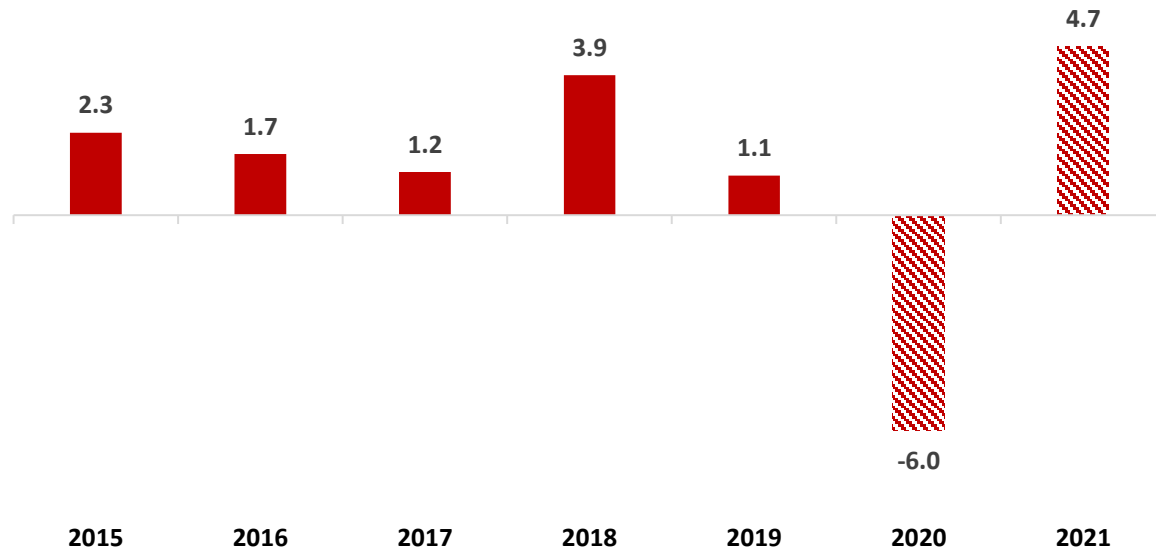


Chilean financial system

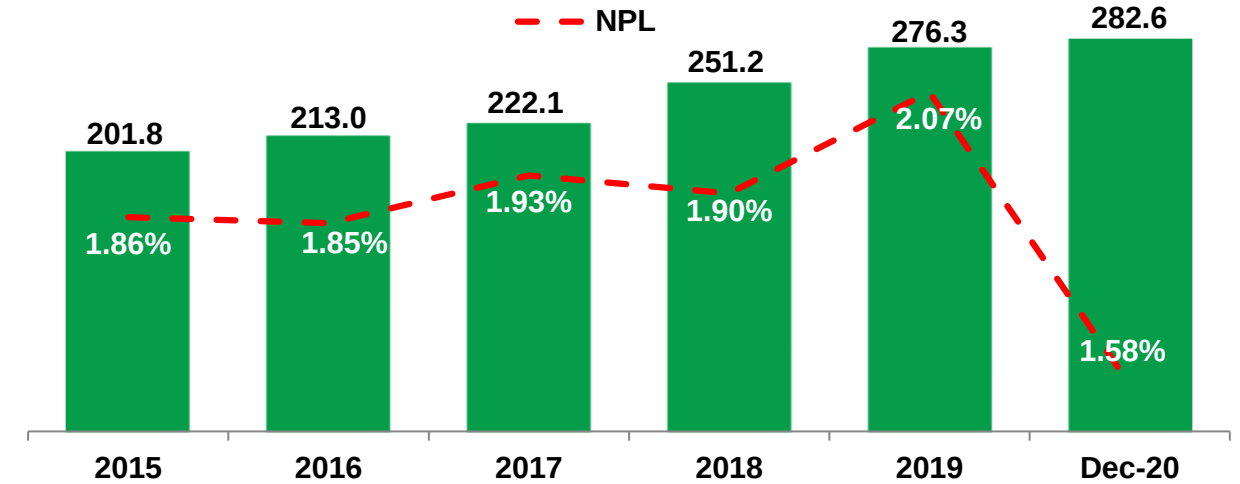


Bci is part of a robust financial system

CHILE GDP growth (% , yoy)



Total loans in the banking system¹ (US\$bn)

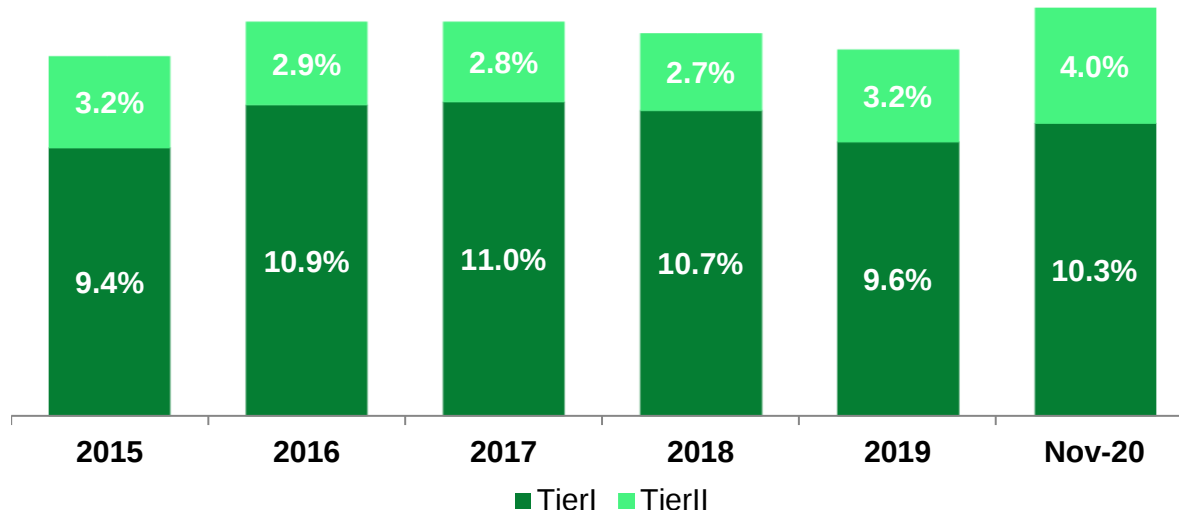


Source: CMF

Note: Figures are converted to US\$ using an FX of 710.95 (January 2nd 2021)

¹ Figures exclude CNB (City National Bank) and Itau Corpbanca operations in Colombia

Banking system capitalization ratio

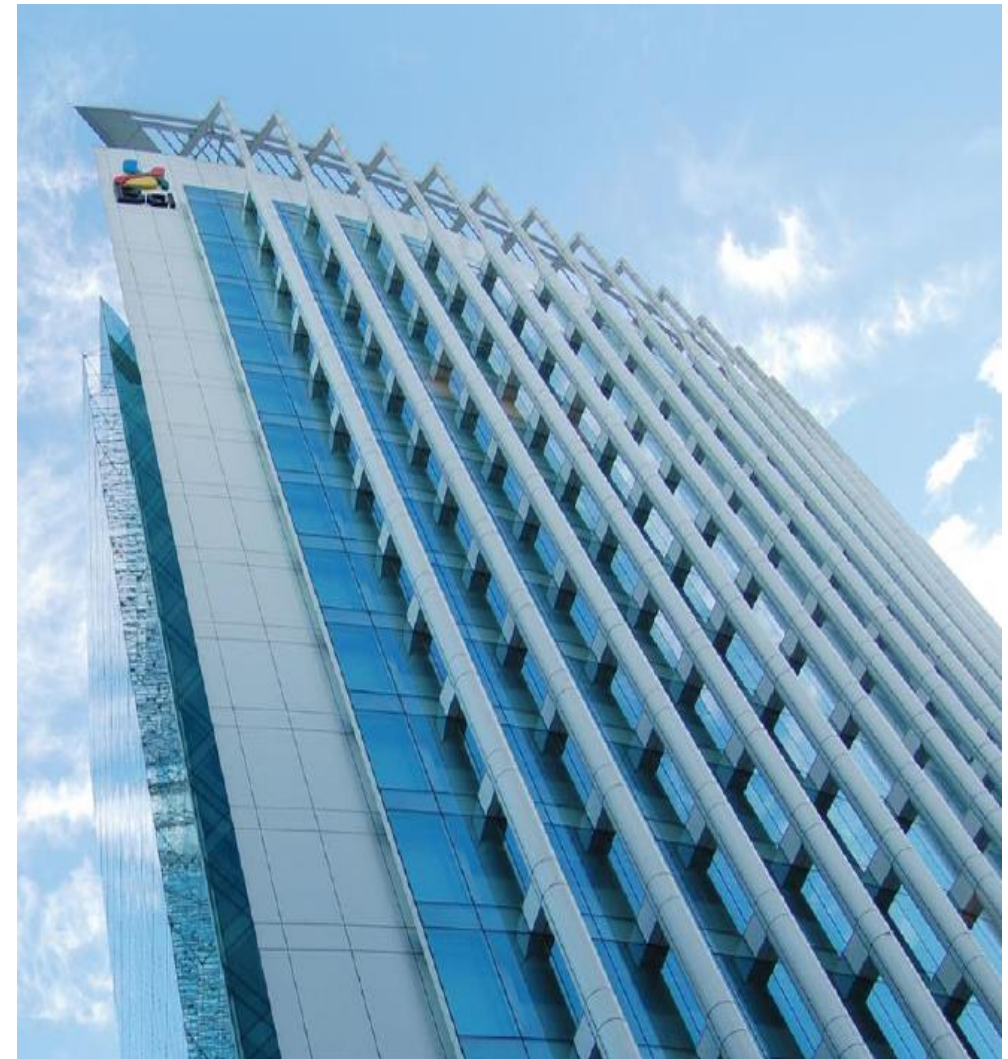


Source: CMF. Tier I and Tier II calculated as core capital and supplementary capital as % of total risk weighted assets respectively

Chilean banking regulation – upgrading to Basel III

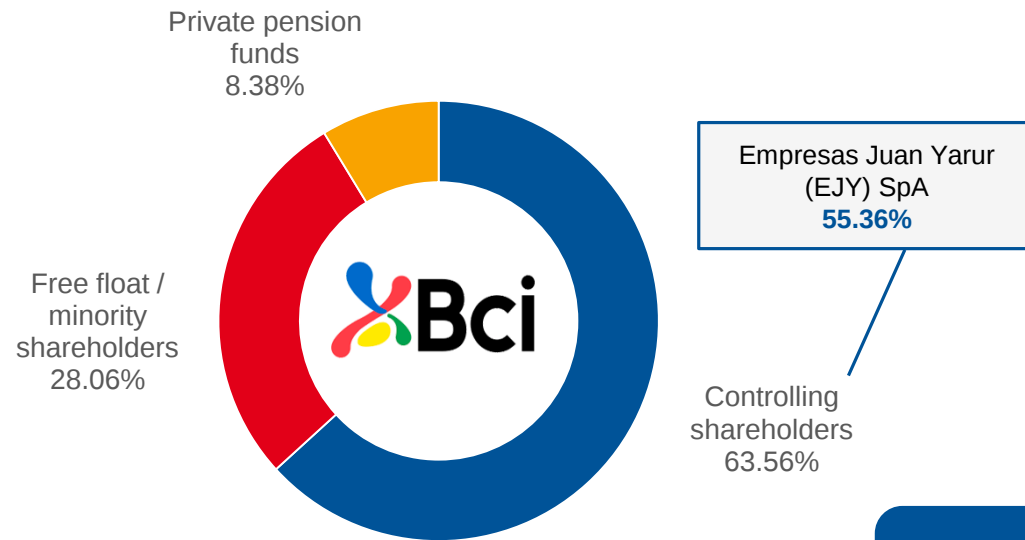
- New General Banking Law was approved and seeks to align capital requirements in Chile with Basel III guidelines.
- Implementation will be phased over a period of 5 years.
- It would ask for at least an additional 2.5% in required capital (conservation buffer), in addition to the 8% currently in place.
- As of December 2020, the CMF has already published 15 standards with BIS-III. The 15 includes guidelines on the self-evaluation and supervisory processes for additional capital requirements, indicated in Pillar II, and disclosure of the Pillar III information.

Bci



A successful strategy supported by its strong corporate governance...

Long-term support from its controlling shareholders...



...and strong corporate governance

Board of Directors is composed by **experts in various fields, academics, economists, bankers and individuals connected with the world of technology**, who share a **long-term vision**

The Board of Directors includes **2 independent directors**, who actively participate in the Bank's committees

Recognized for its **Corporate Governance** structure



Strategic priorities

1 Leverage digital customer experience to achieve competitive advantage

- Best-in-class customer experience through digital transformation

2 Drive sustainable growth, while maintaining prudent risk

- Drive selective growth in line with defined risk-appetite
- Optimize capital structure
- Further deploy our international business

3 Enhance leadership and collaboration throughout the organization

- Promote disruptive innovation and boost collaboration
- Strive to create sustainable value for all our stakeholders

Throughout its 80 year history, Bci has maintained high growth, profitability and corporate governance standards

Promotion of economic, social & environmental well-being that has been widely recognized



Employee Experience

This quarter we achieved a Record 93% of Employee **Engagement**. We continue deploying home-office initiatives.



Financial Inclusion

Promoting Financial Inclusion in Chile through MACH and Programs such as Evolucionara with more than 10,000 SMEs contacted .



Transparency

To help people make informed decisions about their finances, we develop the blog reaching this year 1.5 million user



Environment

Commitment to reduce our carbón footprint to 0% on 2030 (46% reduction as June 2020)

BCI Asset Management adhered to **PRI**, Principles for responsible Investment backed by UN.

As shown below, we have received numerous awards related to our prestigious corporate reputation, sustainable business practices and have been recognized as the best places to work in Chile

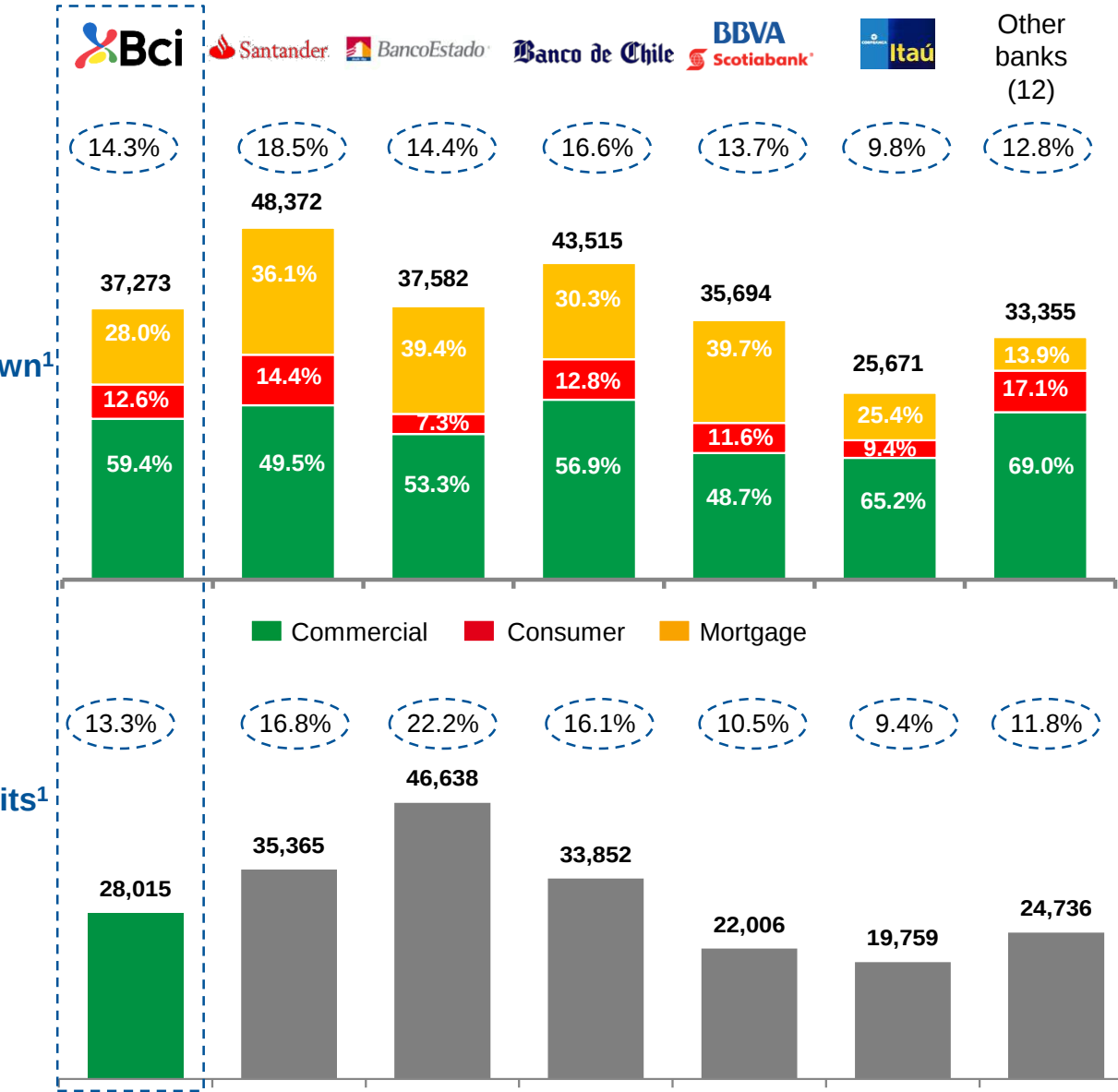
- Banking Awards
- Innovation and digital banking
- Corporate Governance and Sustainability
- Customer Experience



While having a relevant position in the market

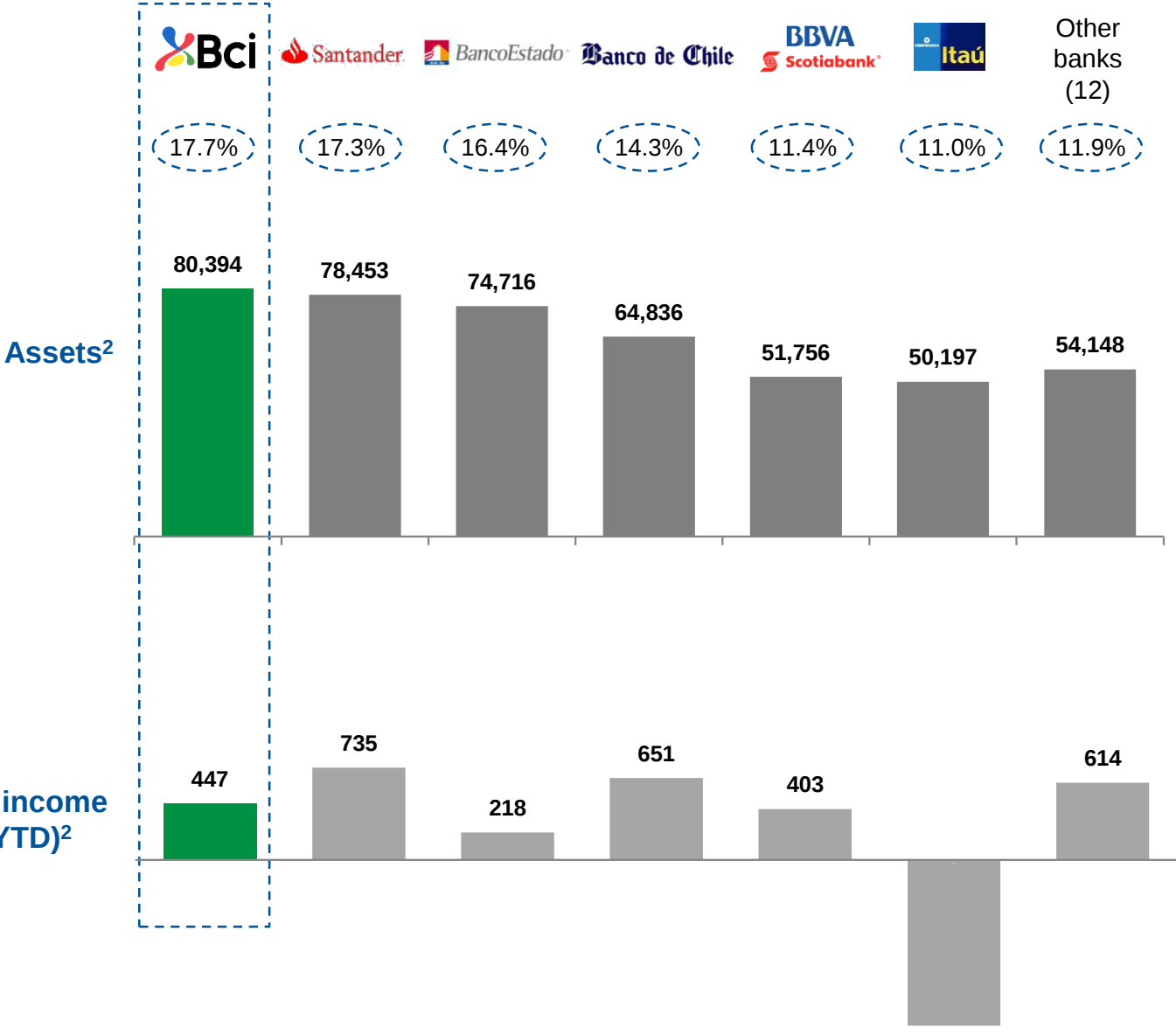
Chilean banking system benchmark (local)

In US\$mm, as of December 2020



Chilean banking system benchmark (consolidated)

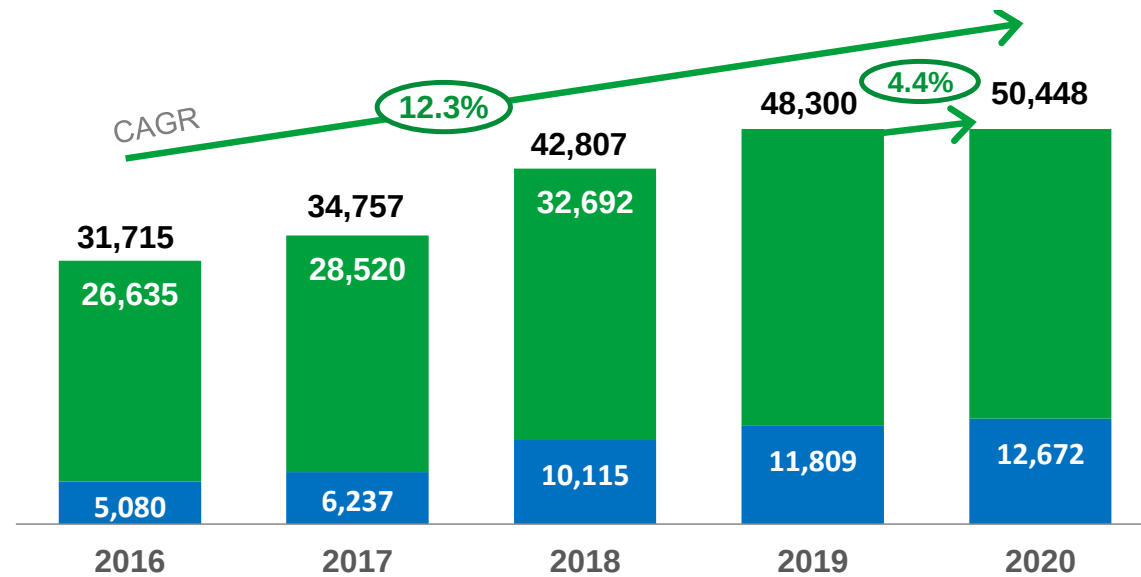
In US\$mm, as of December 2020



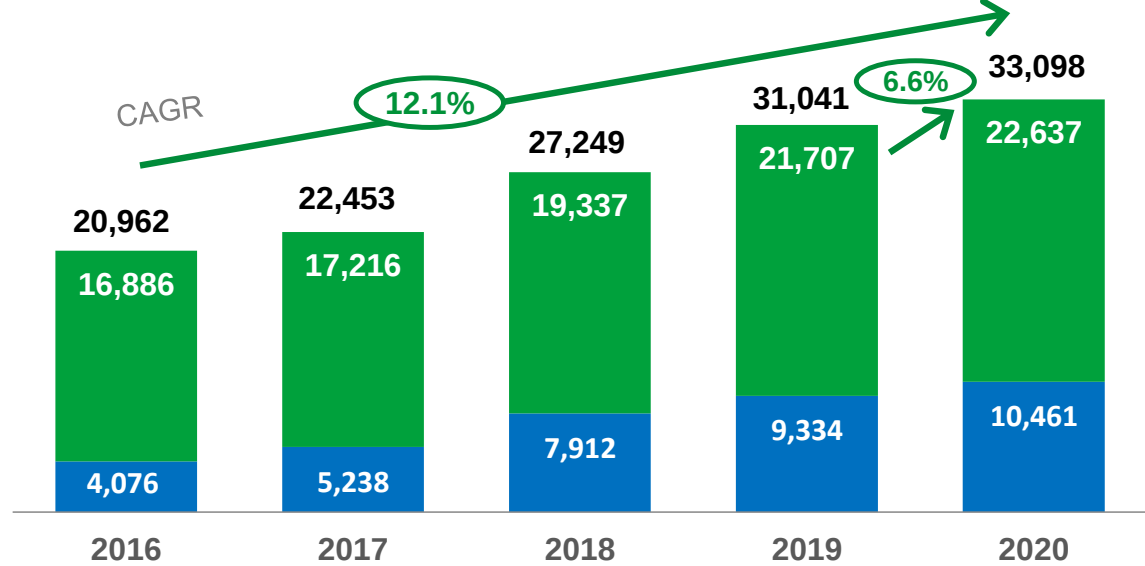
Source: Company filings and Financial Market Commission of Chile (CMF)
Note: Figures are converted to US\$ using an FX of USD/CLP of 710.95 (January 2nd 2021)
(1) Bci figures exclude CNB (City National Bank) and Itaú Corpbanca figures exclude Colombia operations
(2) Bci figures include CNB (City National Bank) and Itaú Corpbanca figures include Colombia operations

Loan growth driven by FOGAPE, PPP and MSLP Loans...

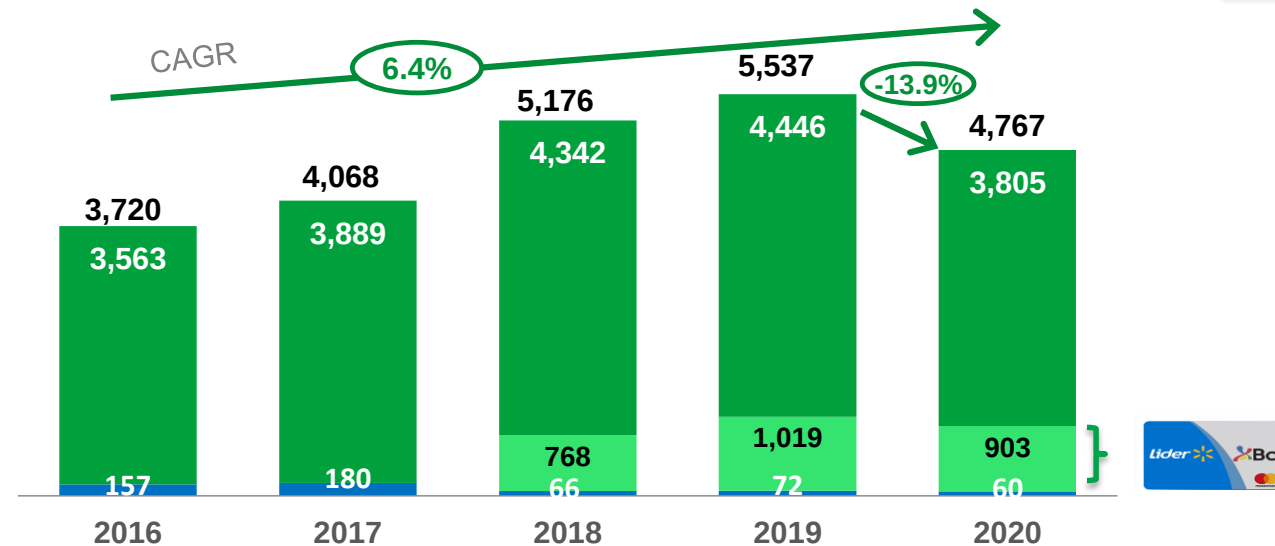
Total loans (US\$mm)



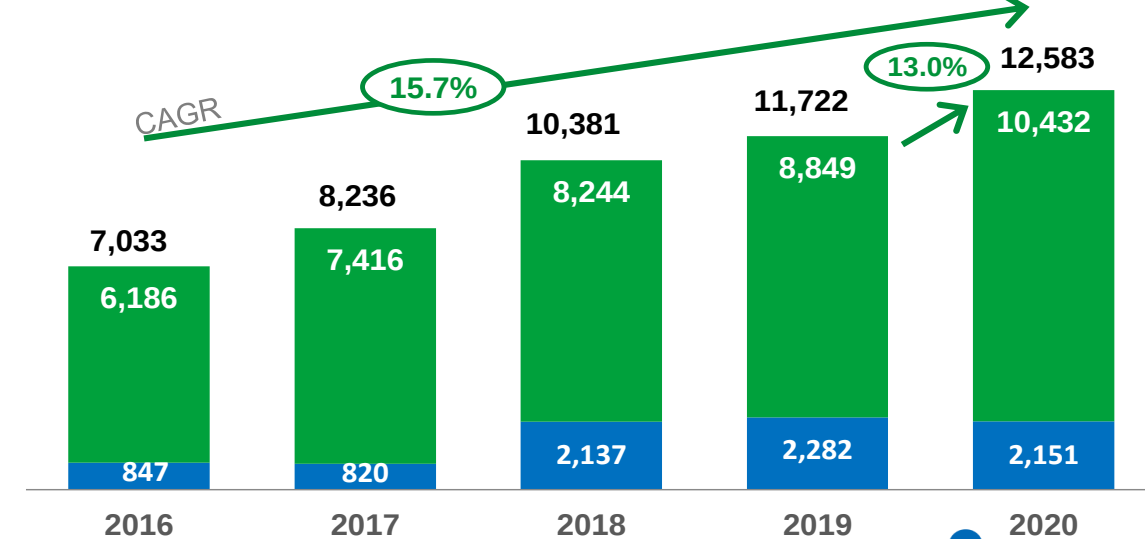
Commercial & Interbank loans (US\$mm)



Consumer lending loans (US\$mm)



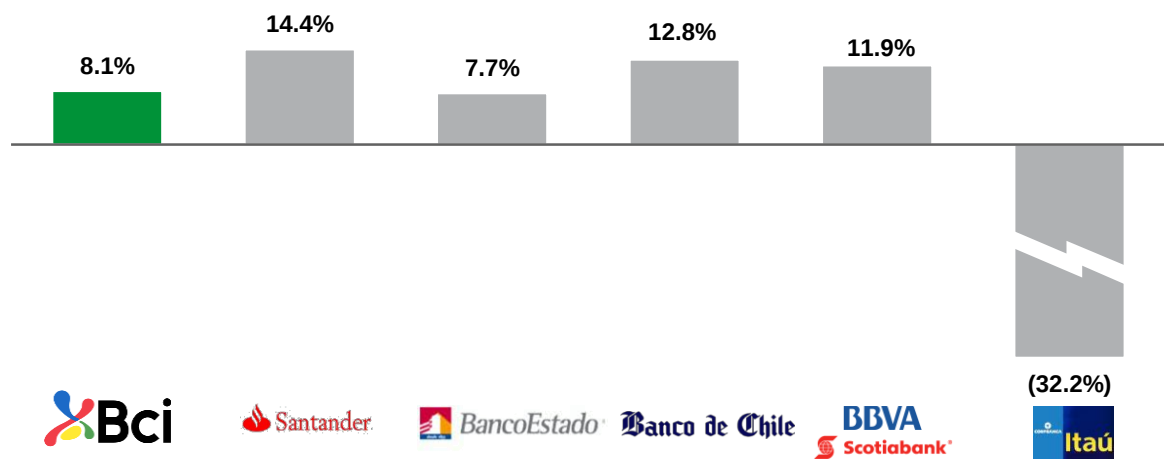
Mortgage loans (US\$mm)



Successful organic growth in Chile...

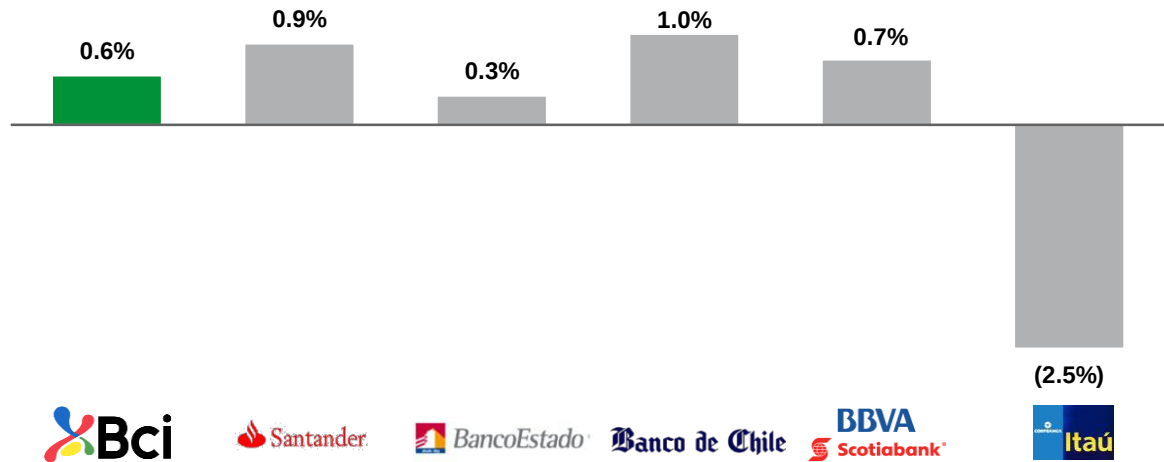
Return on average Equity (ROAE)¹

As of December 2020

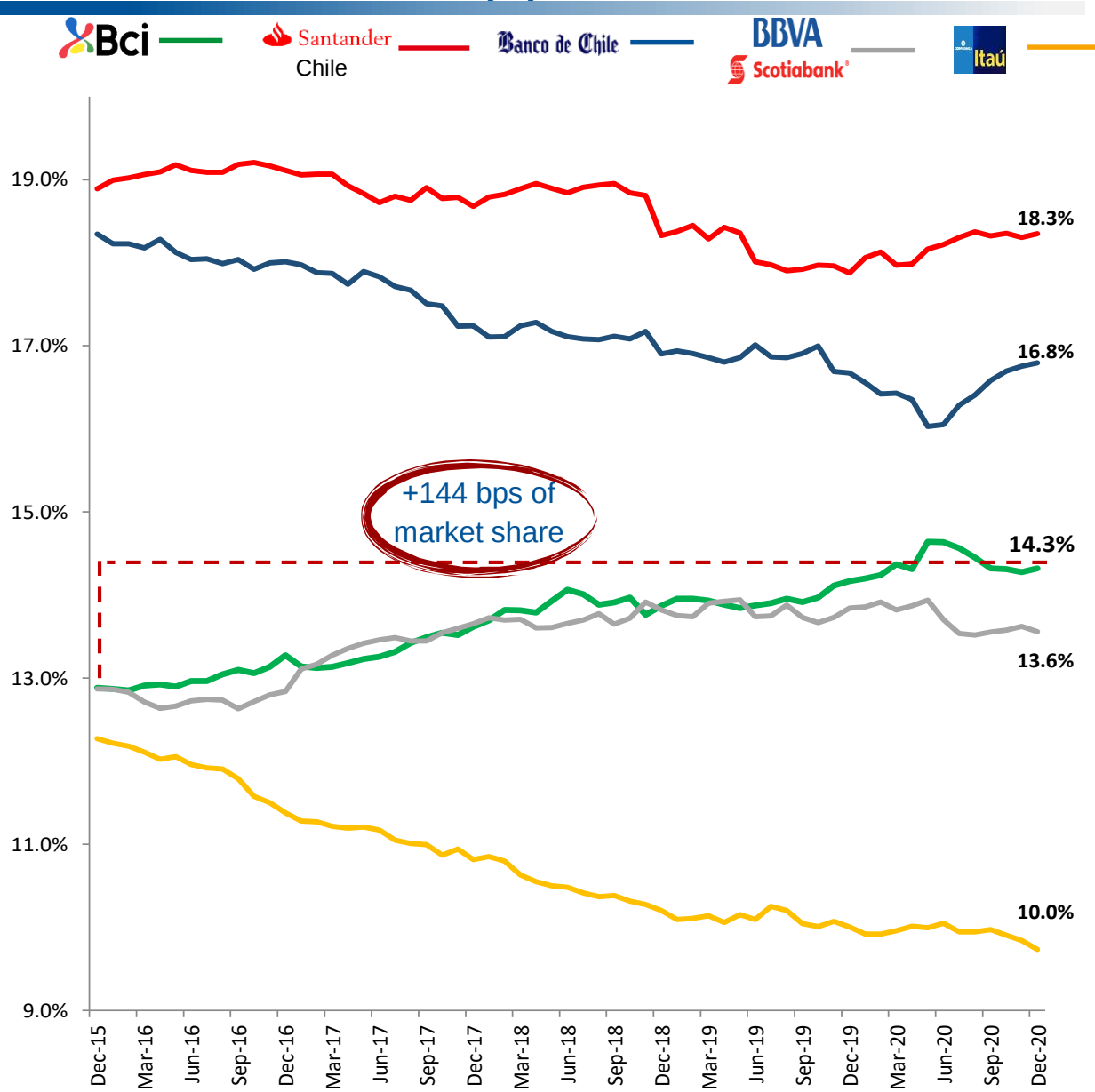


Return on average assets (ROAA)¹

as of December 2020



Local loans market share² (%)



Source: CMF as of December 2020
¹ Figures include CNB and Itaú Corpbanca Colombia; ² Bci figures exclude CNB (City National Bank) and Itaú Corpbanca figures exclude Colombia operations;

...with diversified and low funding cost

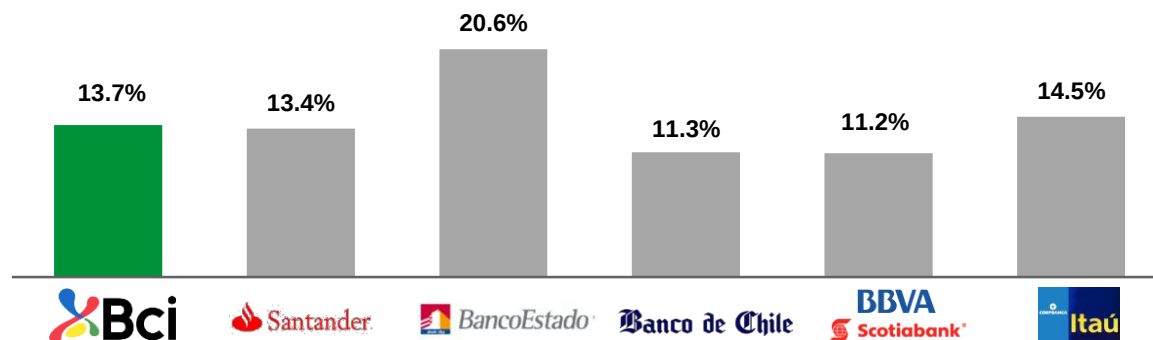
In terms of maturity, currency and geography

Funding Sources

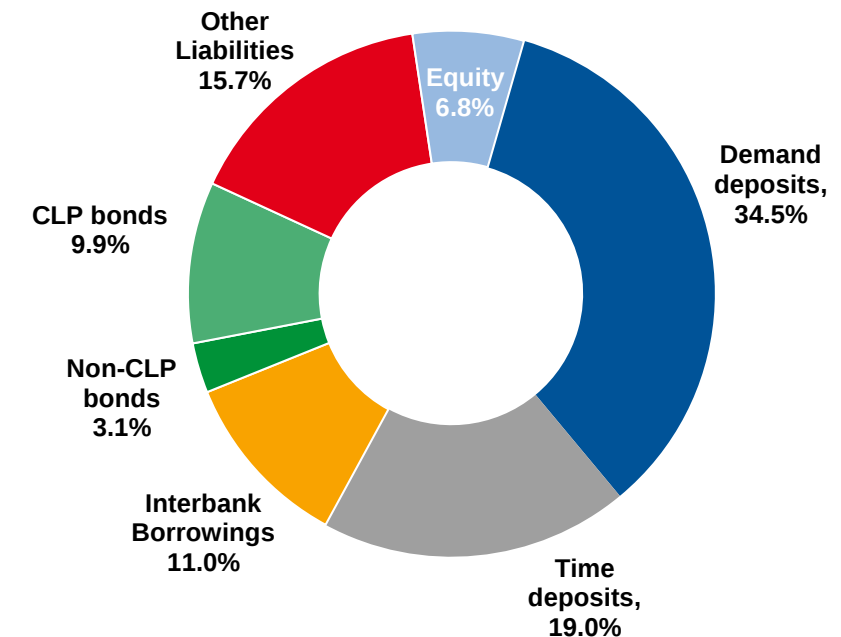
- Long term funding composed primarily of UF local bonds in the Chilean market, complemented by other international issuances, through our EMTN program in US dollars, Euros, Swiss Francs, Japanese Yens and Australian dollars
- The long-term debt matches our long-term residential mortgage portfolio
- Short-term funding coming from commercial paper program managed out of its Miami branch which provides an additional source of US dollar funding

Time Deposit market share

as of December 2020

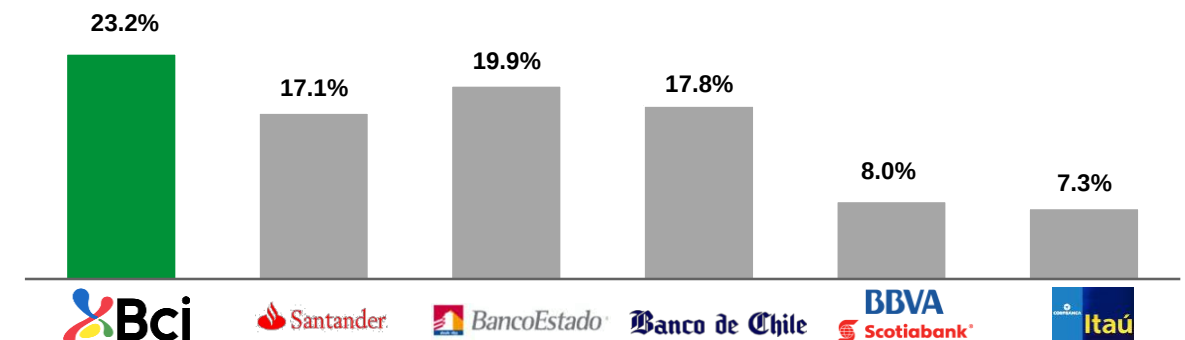


Breakdown by type¹



Current accounts & demand deposits market share

as of December 2020

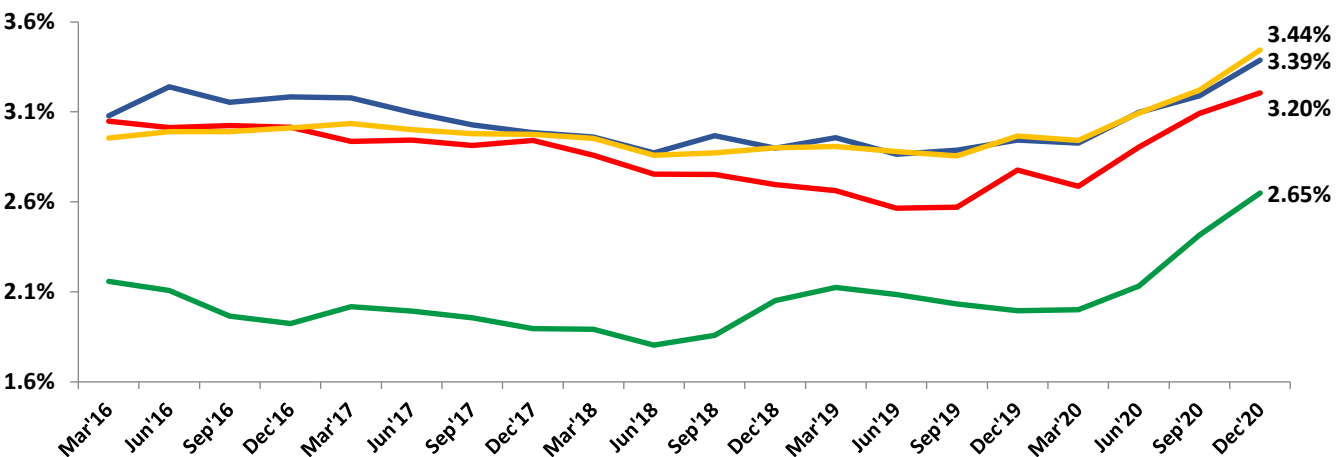


...while maintaining prudent risk

Highlights

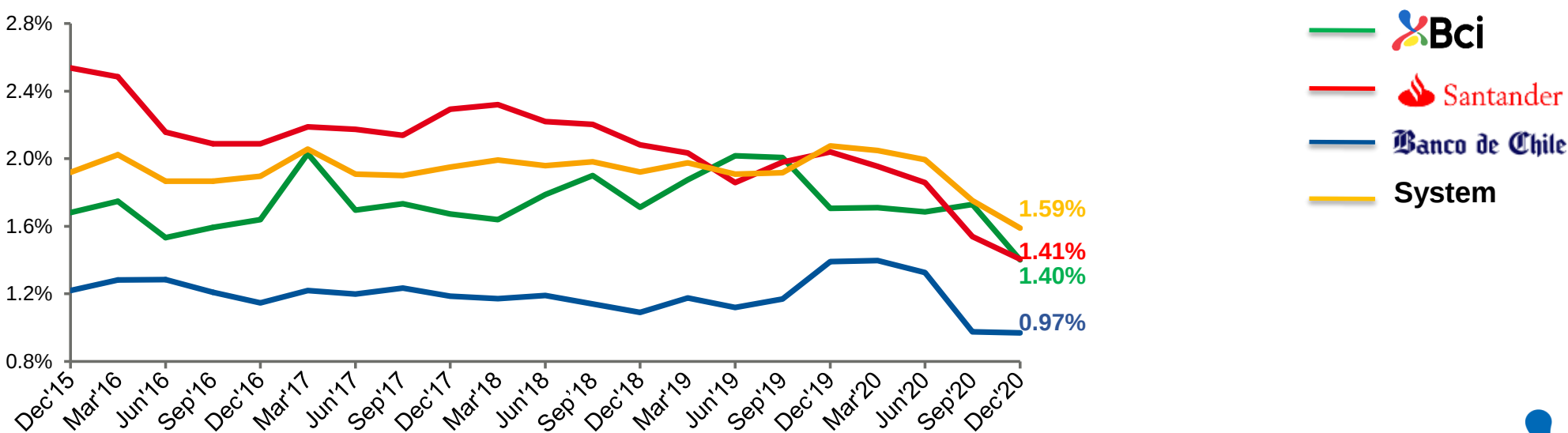
- Bci's asset quality is supported by proactive risk management and monitoring, as well as a continued focus
- Due to all these efforts, our risk ratios have remained at healthy levels over time, despite significant loan growth
- Our loan portfolio is well diversified by business lines, economic sectors, and customers.
- In terms of loan portfolio concentration, the 20 largest loans account for less than 10% of the bank's total loans

Risk index (Allowances / Average Gross Loans)



Note: Risk index includes operations of CNB and Itau Corpbanca Colombia

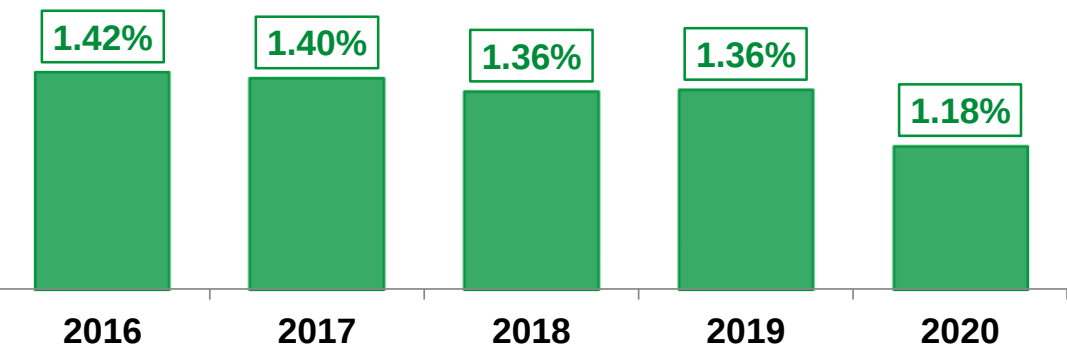
NPLs (Delinquency +90 days / Loans)



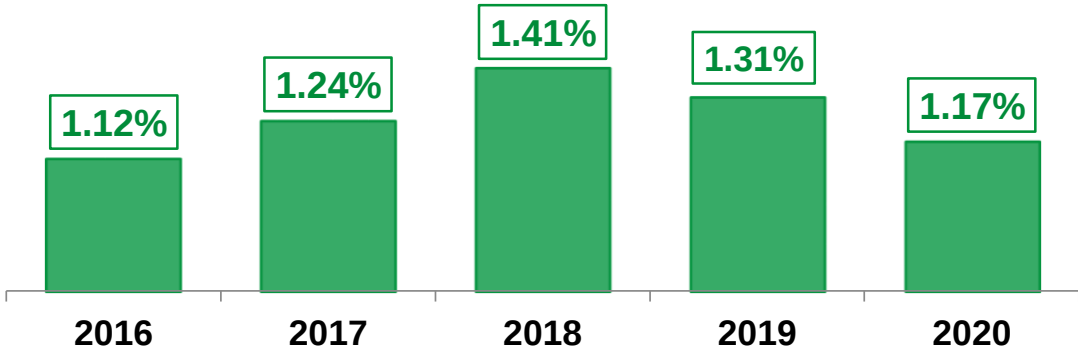
Note: NPLs exclude operations of CNB, Itau Corpbanca Colombia and all subsidiary

Non-Performing Loans (NPLs)

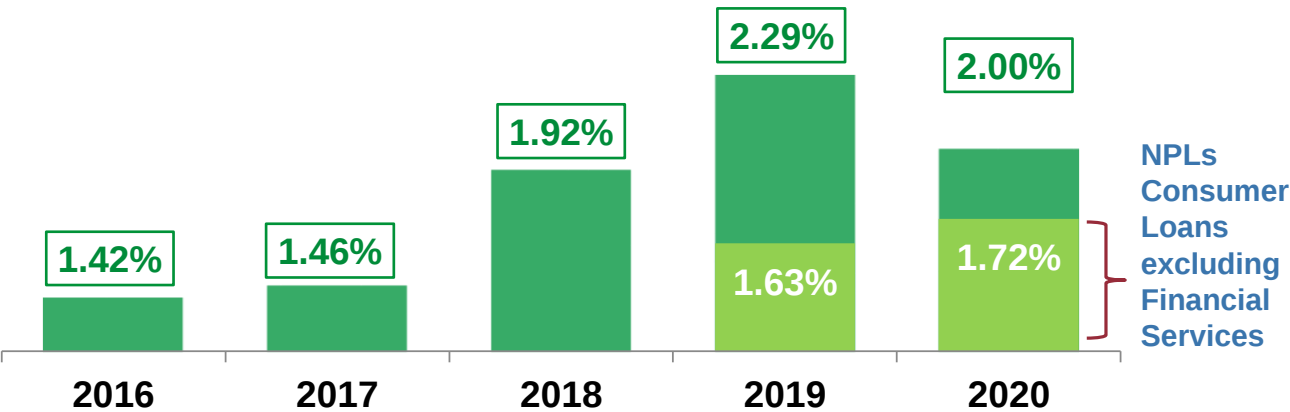
NPL Ratio (NPLs/Total Loans)



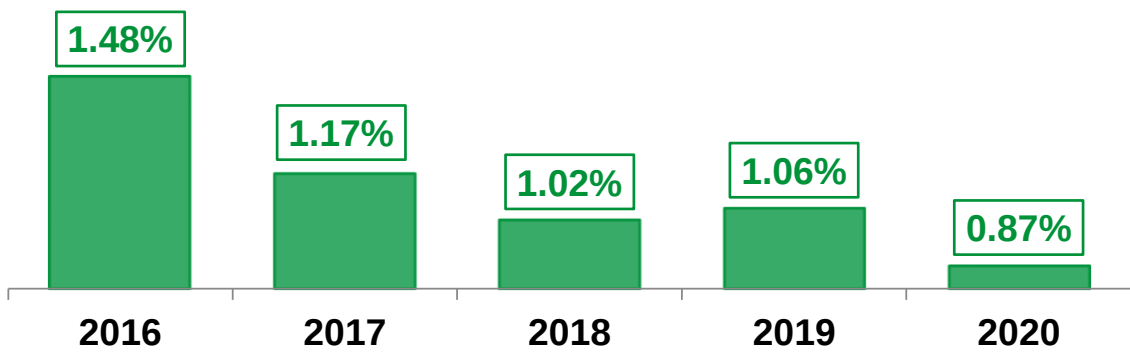
NPL Ratio (Commercial Loans)



NPL Ratio (Consumer Loans)



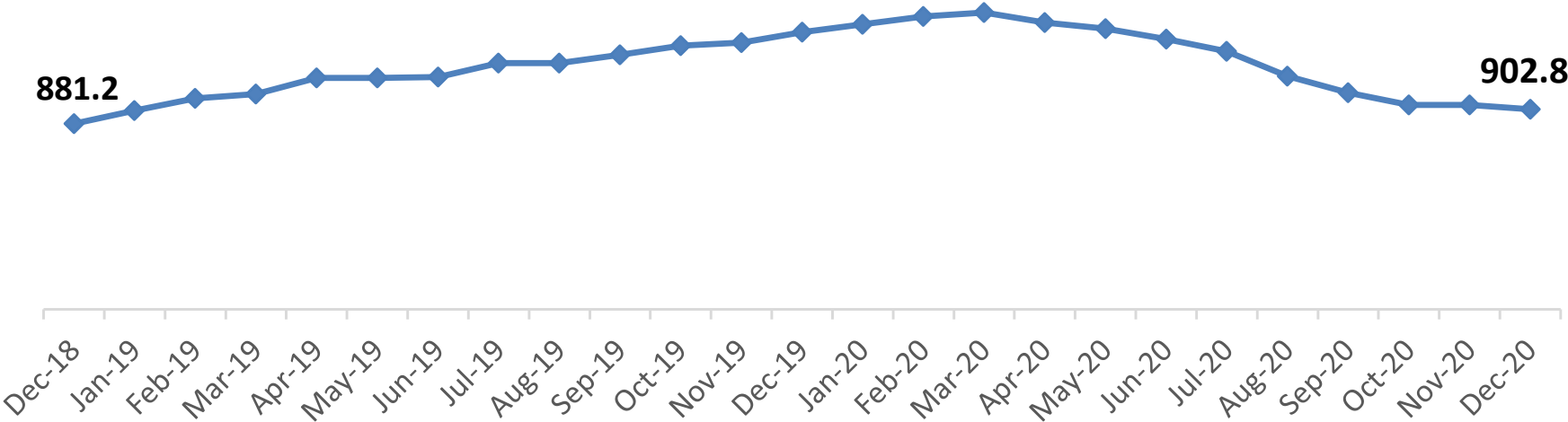
NPL Ratio (Mortgage Loans)



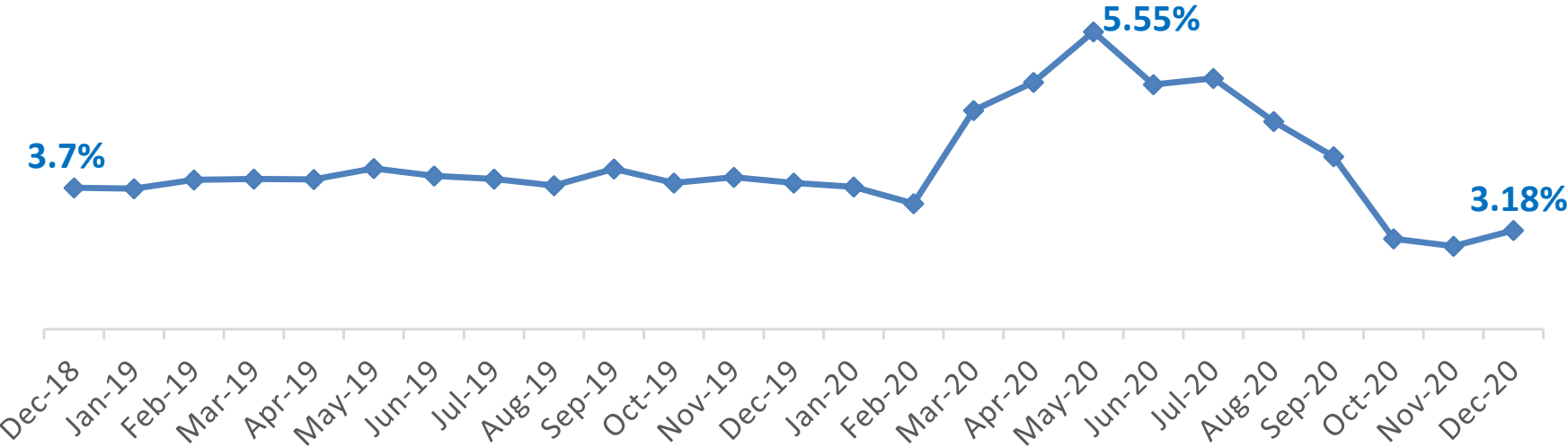
Financial Services: After peaking in May, NPLs have continued to evolve positively.



Total Loans
(US MMS)



NPL Ratio

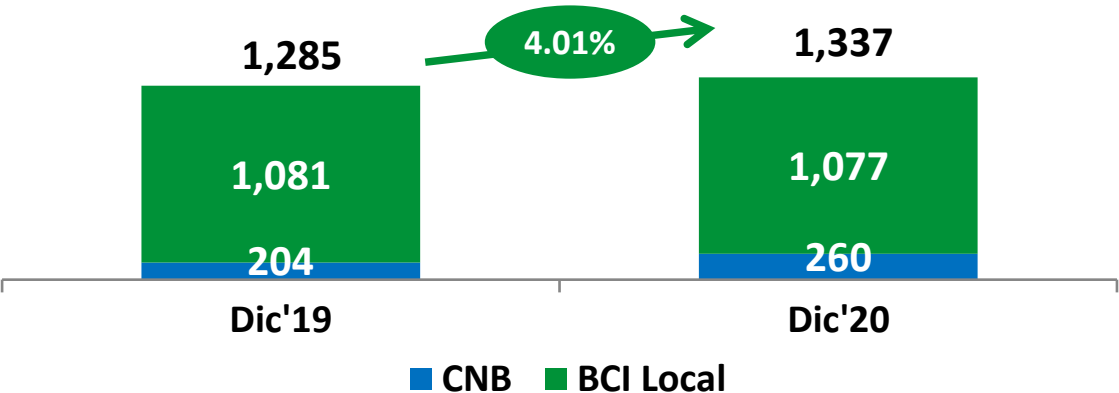


Note: Figures are converted to USD using an FX of USD/CLP of 710.95 (January 2, 2021).

0% Growth in Local Operating Expenses

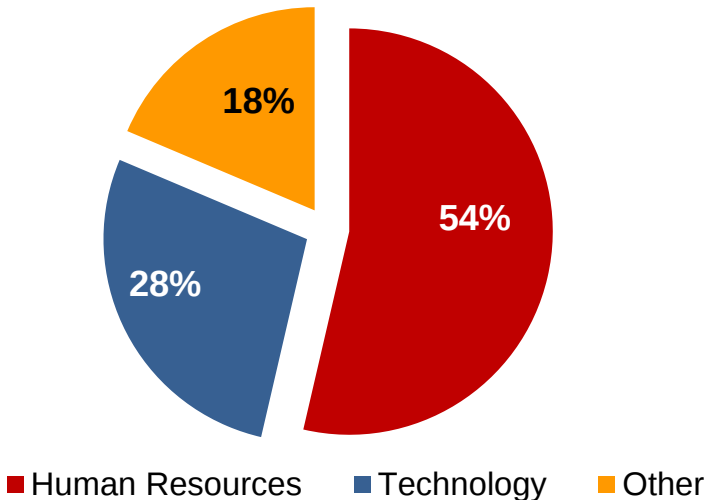
Operating Expenses

US\$ million

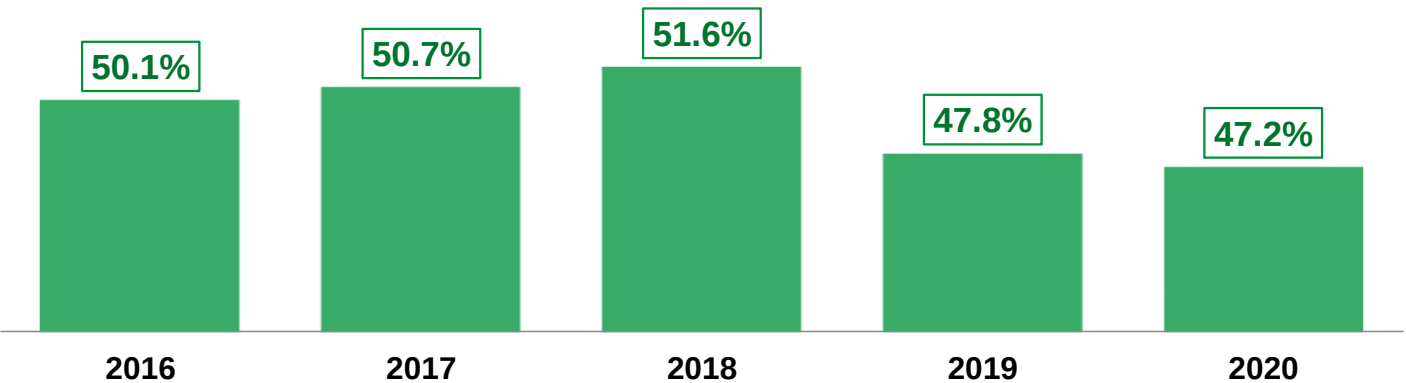


Expense Breakdown

as of December 2020

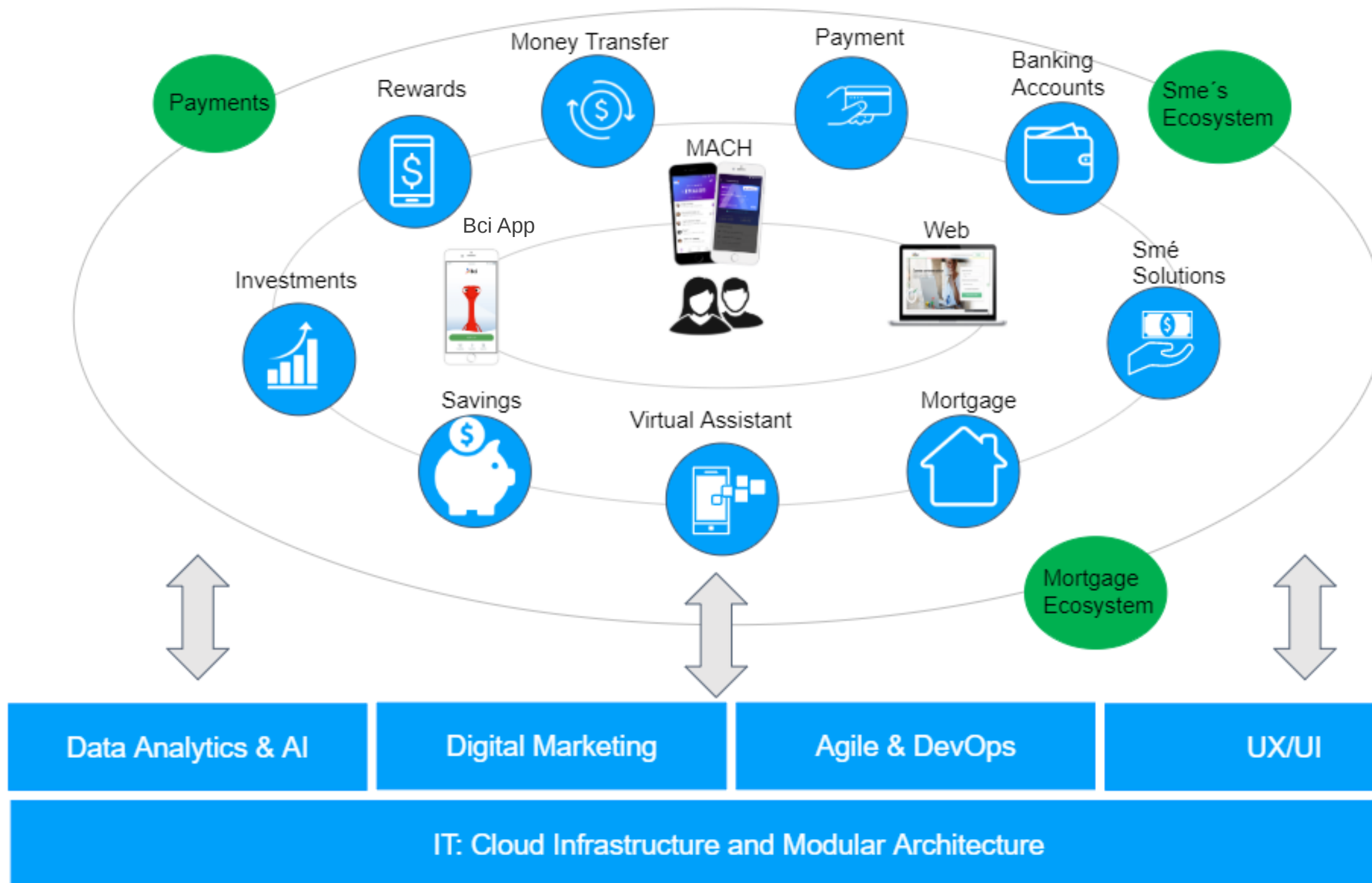


Efficiency Ratio*



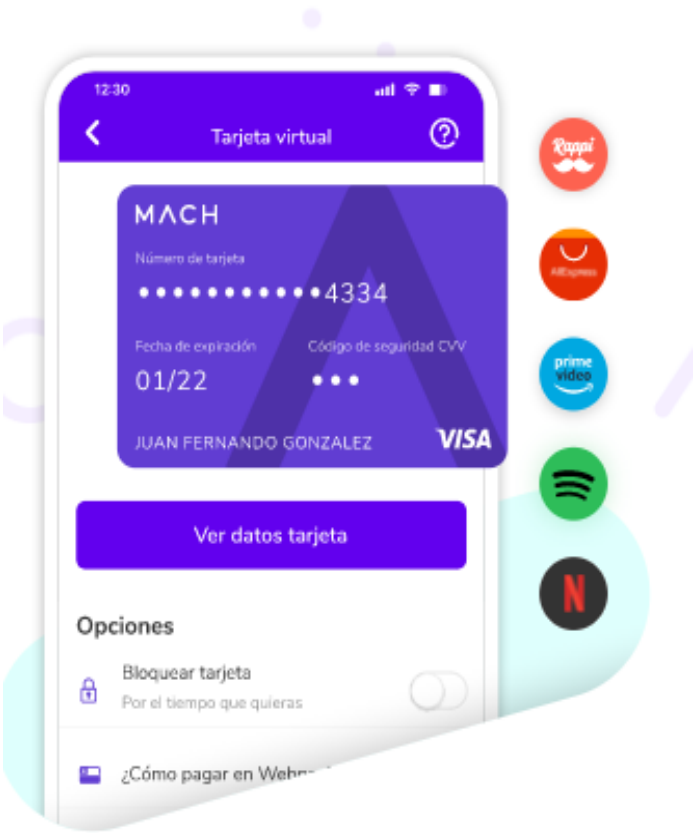
* Efficiency ratio as calculated by the CMF (operating expenses excluding other operating expenses/gross operating result). Since 1Q18, additional allowances are not included in the calculation.
Note: Figures are converted to USD using an FX of 710.95 (January 2, 2021). Include City National Bank of Florida.

Digital Transformation Plan



Bci is rapidly embracing Digital Transformation

MACH: disruptive innovation quickly penetrating the market



+2.75 M accounts



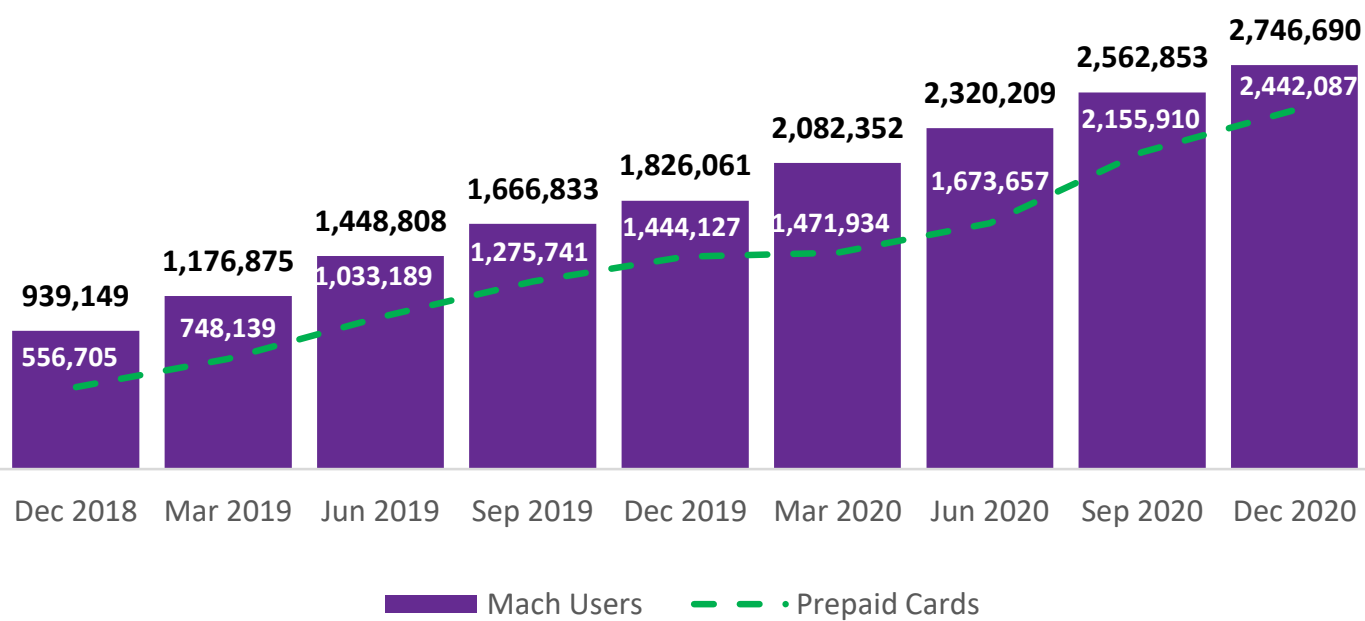
+2.2 M activated Visa cards



More than 100K e-commerce, physical payments & in-app services accept MACH



72.4% NPS



Balance sheet

US\$ million (*)	2016	2017	2018	2019	2020	CAGR 2016-2020
Cash	2,219	2,104	2,896	4,436	6,467	30.66%
Securities	5,336	6,653	7,413	8,764	12,893	24.68%
Loans	31,194	34,193	42,023	47,359	49,336	12.14%
Other Financial Instruments	428	312	84	165	92	-31.94%
Fixed Assets	393	380	396	352	353	-2.63%
Other Assets	3,942	4,017	5,350	9,726	11,253	29.98%
Total Assets	43,513	47,659	58,161	70,802	80,394	16.59%
Deposits on Demand	11,526	13,410	17,192	19,946	27,747	24.56%
Time Deposits	14,006	15,040	17,341	18,810	15,247	2.14%
Interbank Borrowings	2,319	2,468	3,880	4,898	8,820	39.65%
Bonds Payable	6,187	7,061	8,408	9,870	10,453	14.01%
Other Liabilities	5,932	5,843	6,476	11,944	12,649	20.84%
Equity	3,543	3,838	4,864	5,334	5,478	11.51%
Total Liabilities	43,513	47,659	58,161	70,802	80,394	16.59%

Figures are converted to US\$ using an FX of 10.95 (January 2nd 2021)
includes operations of CNB

Financial results

US\$ million (*)	2016	2017	2018	2019	2020	CAGR 2016-2020
Net Interest Income	1,273	1,315	1,519	1,859	2,052	12.67%
Net Service Fee Income	382	378	431	495	472	5.43%
Operating Income	1,655	1,693	1,950	2,354	2,524	11.12%
Other Operating Income	153	249	280	307	335	21.69%
Provision for loan losses	-258	-299	-375	-584	-920	37.41%
Operating Income, net of loan losses, interest and fees	1,550	1,643	1,855	2,076	1,939	5.76%
Personal salaries and expenses	-524	-561	-653	-681	-734	8.80%
Administrative Expenses	-317	-347	-411	-459	-449	9.08%
Depreciation and Amortization	-78	-85	-95	-146	-153	18.59%
Total operating expenses	-919	-993	-1,159	-1,285	-1,337	9.82%
Total Net Operating Income	598	758	731	747	481	-5.27%
Income Tax	-119	-236	-174	-181	-35	-26.55%
Consolidated Net Income for the Year	478	522	557	566	447	-1.71%

Figures are converted to US\$ using an FX of USD/CLP of 710.95 (January 2nd 2021)
includes operations of CNB

City National Bank of Florida



Executive Summary

Balance Sheet Evolution

- CNB share of FL PPP lending (~6%), 3x higher than its FL deposit market share (~2%)
- CNB funded a fifth of MSLP loan units nationally and 12% of dollars funded through the program
- Liquidity position has been enhanced as a result of our deposit cross sell efforts - \$3.5B increase in client deposits YoY
- Deferments have decreased by 91% from \$3B to \$290MM as of December 31st

Financial Results

- Core earnings have increased by \$35MM or 13% YoY, demonstrating the Bank's continued earnings improvement
- Our PPP & MSLP participation drove a \$17.9MM increase in net interest income QoQ
- The Bank's non-interest income increased by \$6.2MM or 9% YoY
- A \$12MM loss was incurred on the unwind of \$475MM of swaps that will benefit net interest income over the next two years – swaps over FHLB advances were unwound and advances prepaid due to the Bank's strong deposit growth

2021 Priorities

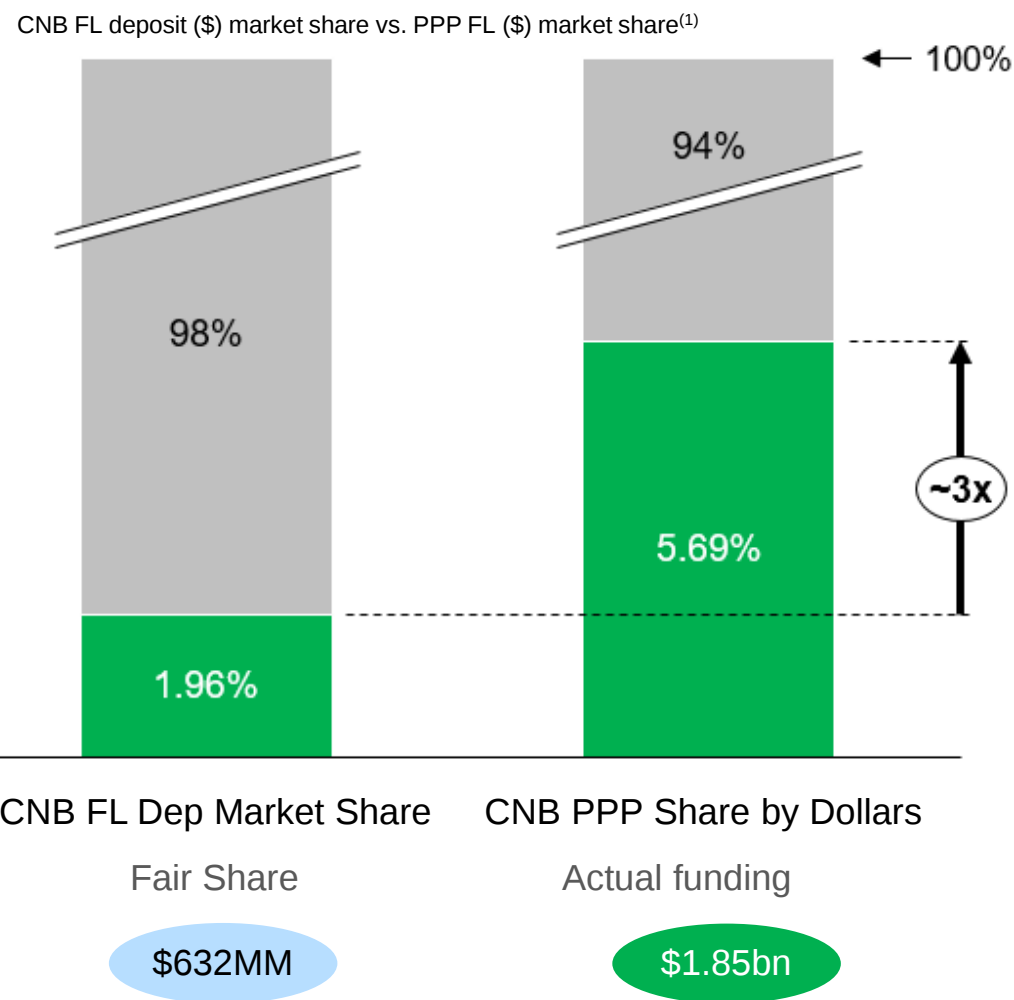
- CNB has established five key priorities for 2021
- High quality loan growth with active portfolio management and client retention are main priorities
- Continuing fee income and deposits growth are key for 2021

Executive National Bank was successfully integrated in December 2020

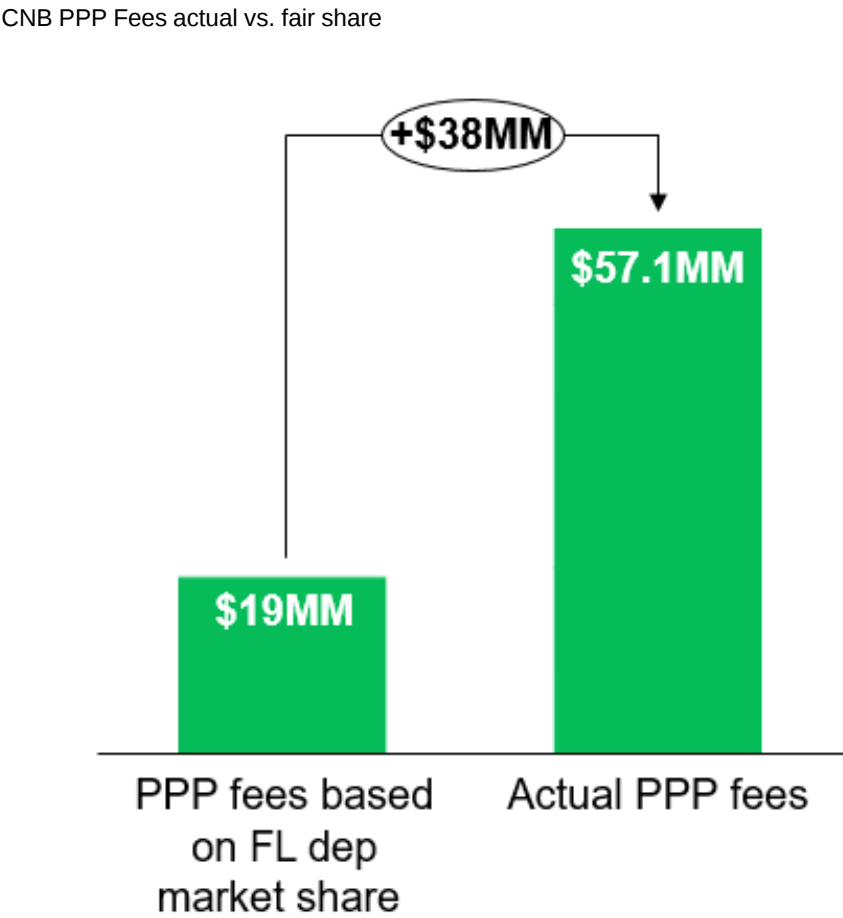


Our PPP participation was 3x our fair share

CNB over indexed in PPP lending by 3x...



... creating an extra \$38M in origination fees



We leveraged the PPP opportunity to fully cross sell our 9,000+ PPP borrowers, 2/3rd of which are new clients

We are currently focused on our participation in the 2nd round of PPP

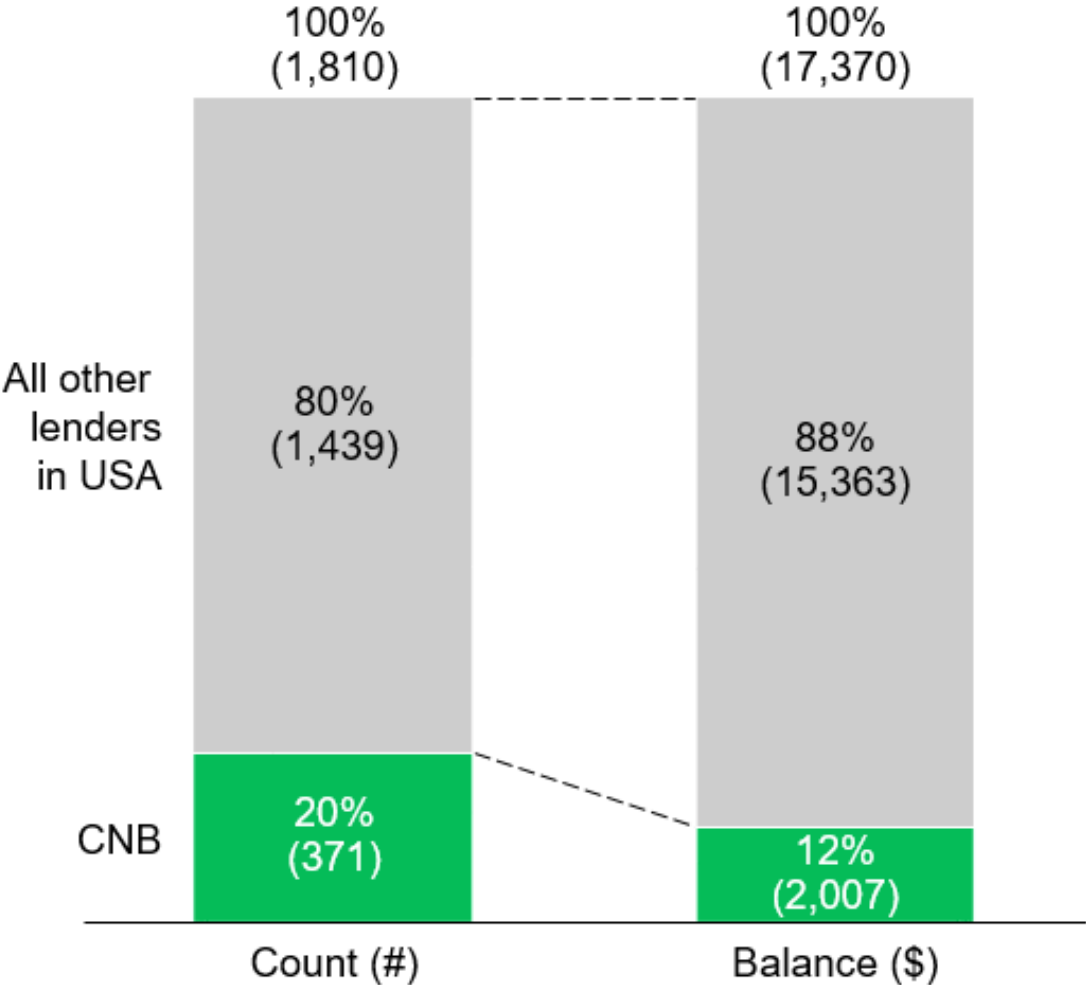


Notes: (1) FL deposit market share as of Jun 30th, 2020 / FL PPP share as of Aug 8th, 2020

We led the nation in MSLP originations

CNB funded a fifth of MSLP loan units nationally and 12% of loan dollar

CNB National Share of MSLP lending (#, \$MM)



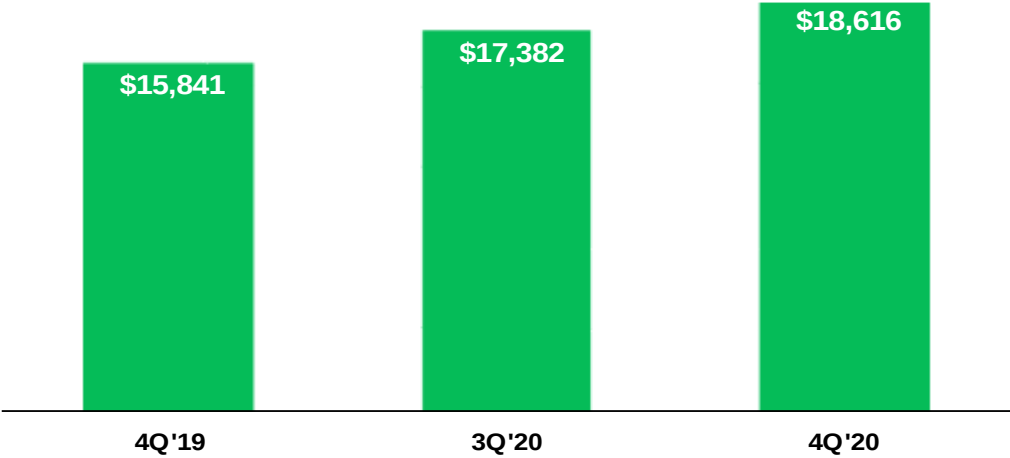
- Our preparation prior to the MSLP program launch paid dividends
 - Educated our RMs and our clients on program benefits
 - Developed a strong pipeline
- Only 5% of the funded loans remains on the Bank’s balance sheet (\$100.4MM) with 95% sold to the FRB
- We charged a 1% fee on 100% of the loan balance, generating over \$20MM of loan fees, 95% of which were recognized in NIM at the time of sale to the Fed
- We **required a full cross-sell**, including operating accounts and treasury management services, as conditions of the loan



Our PPP & MSLP participation not only increased our total assets and loans...

Total Assets

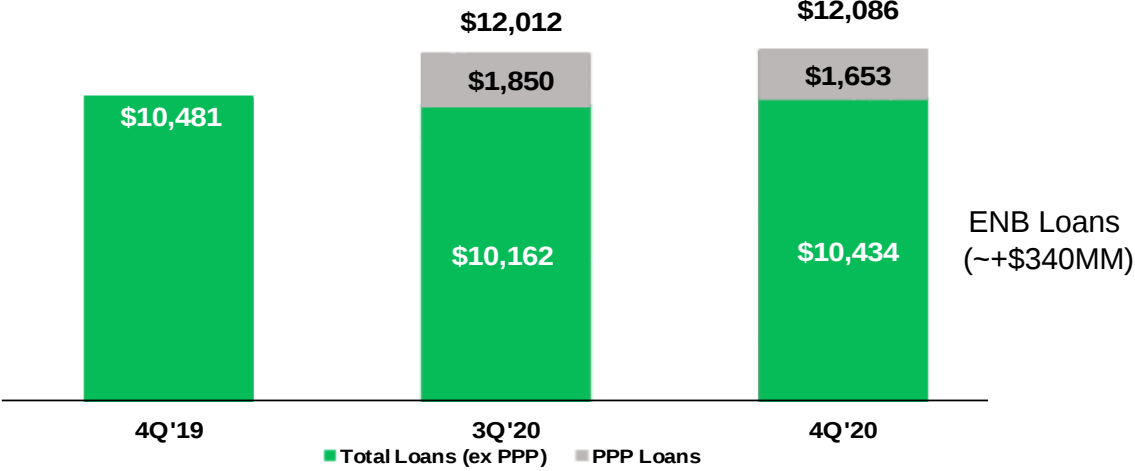
QoQ increase: +\$1.2B +7%
YoY increase: +\$2.8B +18%



Total RBC Ratio	14.30%	15.92%	15.77%
Leverage Ratio	10.88%	10.35%	9.89%

Total Loans

QoQ increase: +\$75MM +1%
YoY increase: +\$1.6B +15%



PPP Loans Forgiven (\$)	\$ -	\$ -	\$ 199
Forgiveness Rate (%)	0.00%	0.00%	98.93%

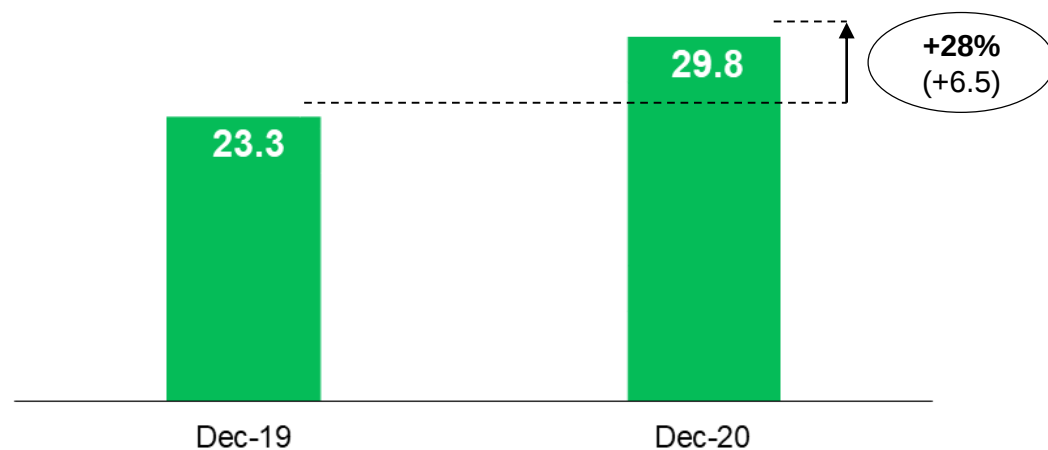
Reduction in Leverage Ratio QoQ due to ENB acquisition & asset growth



Figures in millions (\$)

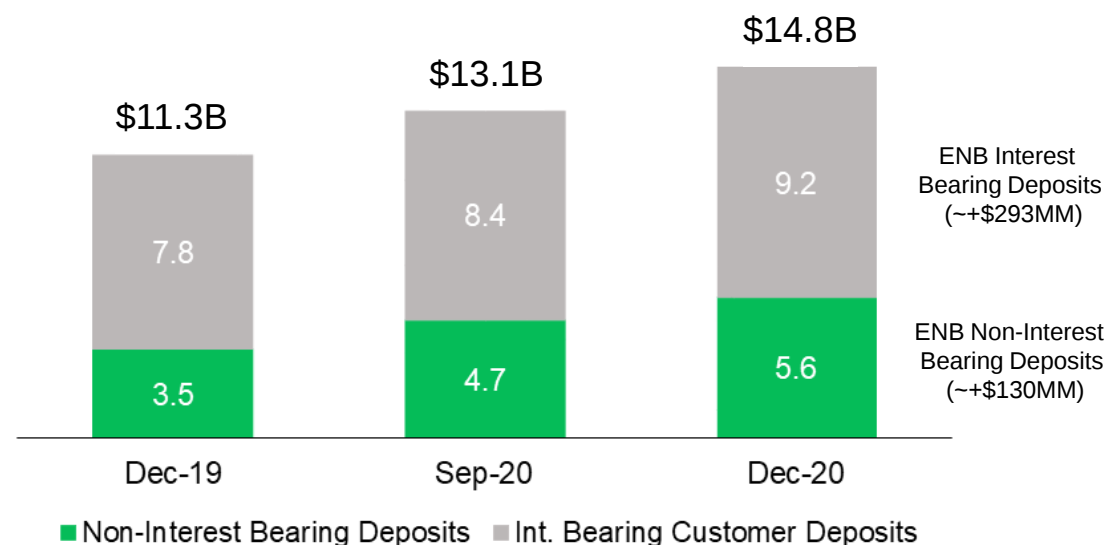
...but also increased our commercial customers & our deposits

of Commercial Clients



Customer Deposits

QoQ increase: +\$1.7B +13%
YoY increase: +\$3.5B +31%



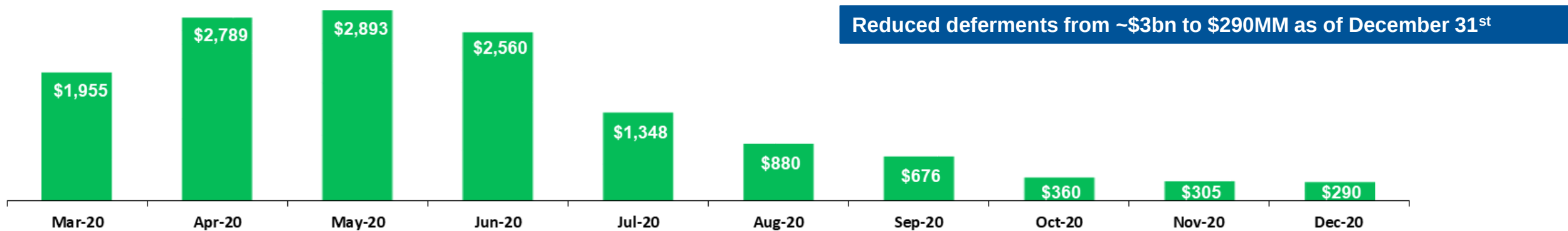
New clients account for ~\$2.5MM of annual Treasury Management fees

Non-interest DDAs represent 38% of client deposits

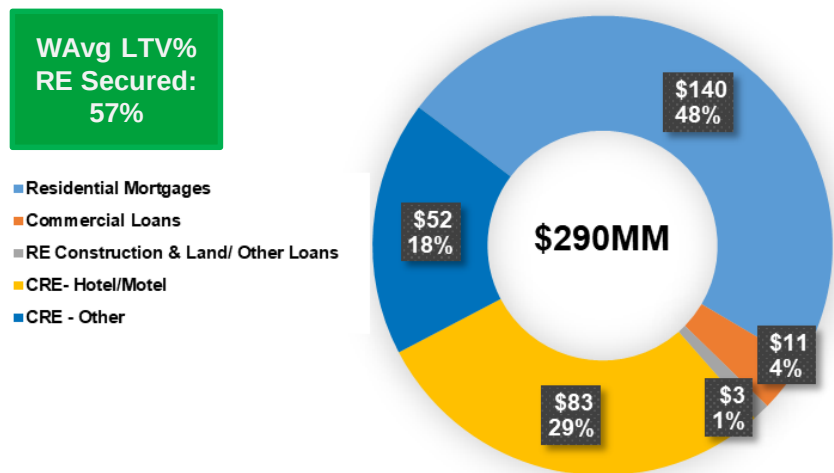


Deferments have substantially declined & asset quality remains strong

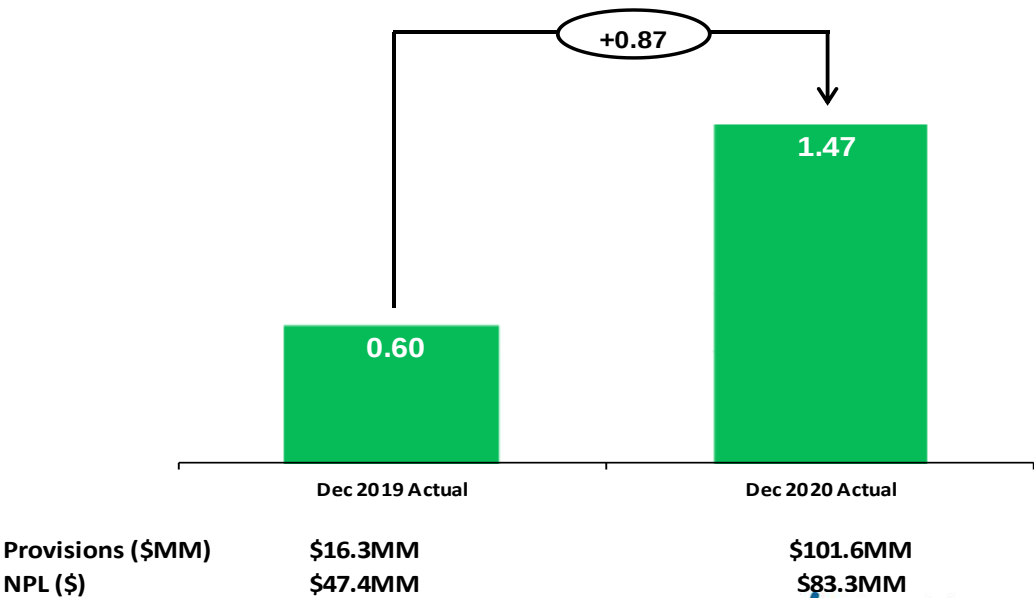
Loan Deferments (\$MM)



Deferrals Breakdown (\$MM)



ALLL Coverage Ratio (ALLL + Loan Mark / Loans (ex. PPP)



Income Statement

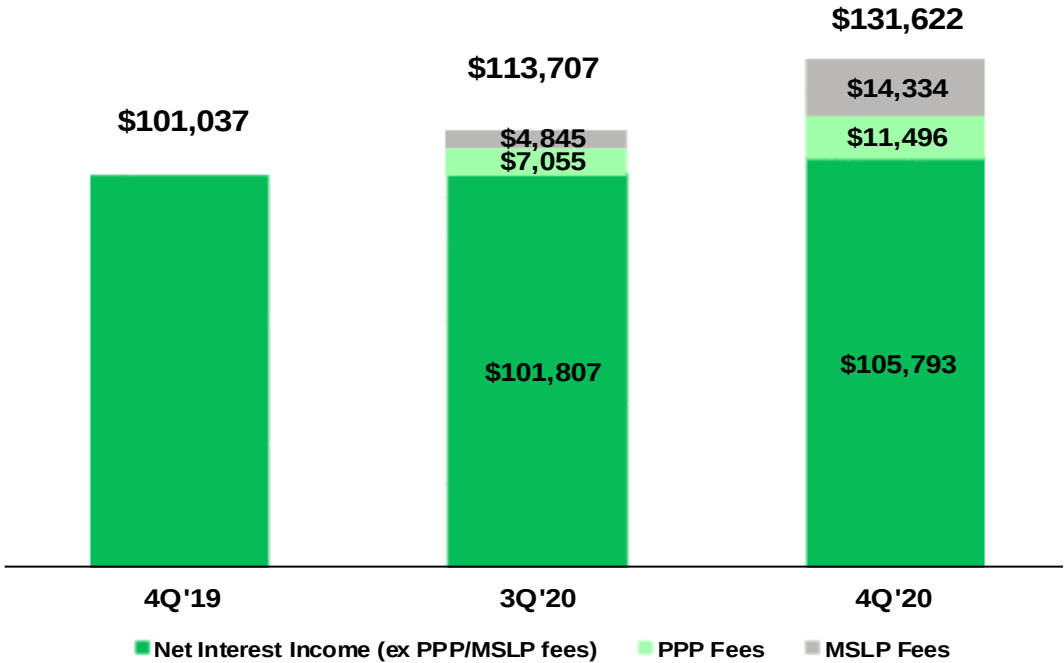
INCOME STATEMENT (\$ millions)	4th Qtr 2019	3rd Qtr 2020	4th Qtr 2020	\$ Var QoQ	% Var QoQ	YTD 2019	YTD 2020	\$ Var YoY	% Var YoY
(+) Net Interest Income	\$101.0	\$113.7	\$131.6	\$17.9	15.8%	\$405.3	\$461.2	\$55.9	13.8%
(+) Non-Interest Income	\$18.8	\$21.3	\$18.2	-\$3.1	-14.7%	\$67.1	\$73.3	\$6.2	9.3%
(=) Operating Income	\$119.8	\$135.0	\$149.8	\$14.8	10.9%	\$472.4	\$534.5	\$62.1	13.1%
(-) Non-Interest Expenses	\$54.2	\$57.0	\$65.6	\$8.7	15.2%	\$212.9	\$240.4	\$27.5	12.9%
(=) Core Earnings	\$65.6	\$78.1	\$84.2	\$6.1	7.8%	\$259.6	\$294.1	\$34.6	13.3%
(-) Provision Expense	\$5.7	\$35.0	\$27.5	-\$7.5	-21.4%	\$16.3	\$101.6	\$85.3	522.3%
(-) Amortization Expense	\$8.2	\$8.2	\$9.1	\$0.8	10.2%	\$32.6	\$33.6	\$1.0	3.0%
(+) Gain on Sale of Securities, CVA Adj & Marketable securities	\$2.7	\$7.8	\$2.6	-\$5.2	-66.7%	\$0.6	\$10.6	\$10.0	1695.8%
(-) SWAP Unwind Loss	\$0.0	\$0.0	\$12.0	\$12.0	0.0%	\$0.0	\$12.0	\$12.0	0.0%
(-) ENB Transaction Expenses	\$0.0	\$0.0	\$9.4	\$9.4	0.0%	\$0.0	\$9.4	\$9.4	0.0%
(=) Net Income before Taxes	\$54.4	\$42.6	\$28.8	-\$13.8	-32.4%	\$211.2	\$148.1	-\$63.1	-29.9%
(-) Tax Expense	\$12.0	\$10.3	\$8.9	-\$1.4	-13.2%	\$48.7	\$37.8	-\$10.9	-22.4%
(=) Net Income after Taxes	\$42.5	\$32.4	\$19.9	-\$12.5	-38.4%	\$162.5	\$110.4	-\$52.2	-32.1%

- Increase in net interest income QoQ of \$17.9MM is substantially explained by MSLP activity and increase in PPP fee accretion resulting from forgiveness
- Core earnings have increased by \$35MM or 13% YoY, demonstrating the Bank's continued core earnings improvement
- \$12MM swap unwind loss due to unwind of \$475MM of funding swaps over FHLB advances that were no longer needed due to the Bank's strong deposit growth
- The ENB acquisition closed in Q4 2020, resulting in >\$9MM of related transaction expenses



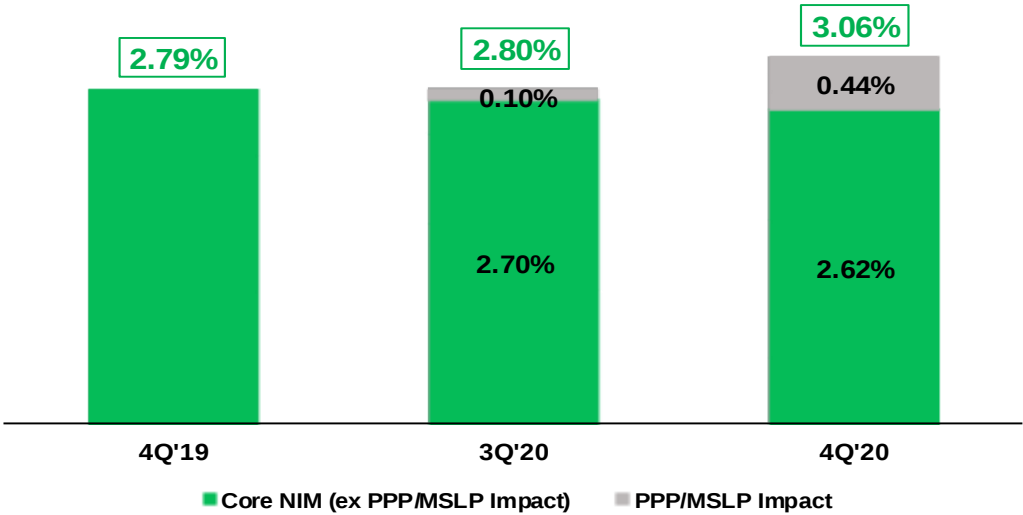
Our PPP & MSLP participation has enhanced net interest income

Net interest income (\$)



PPP Accretion Income	\$ -	\$ 7,055	\$ 6,550
PPP Forgiveness Income	\$ -	\$ -	\$ 4,945
MSLP Fee Income	\$ -	\$ 4,845	\$ 14,334

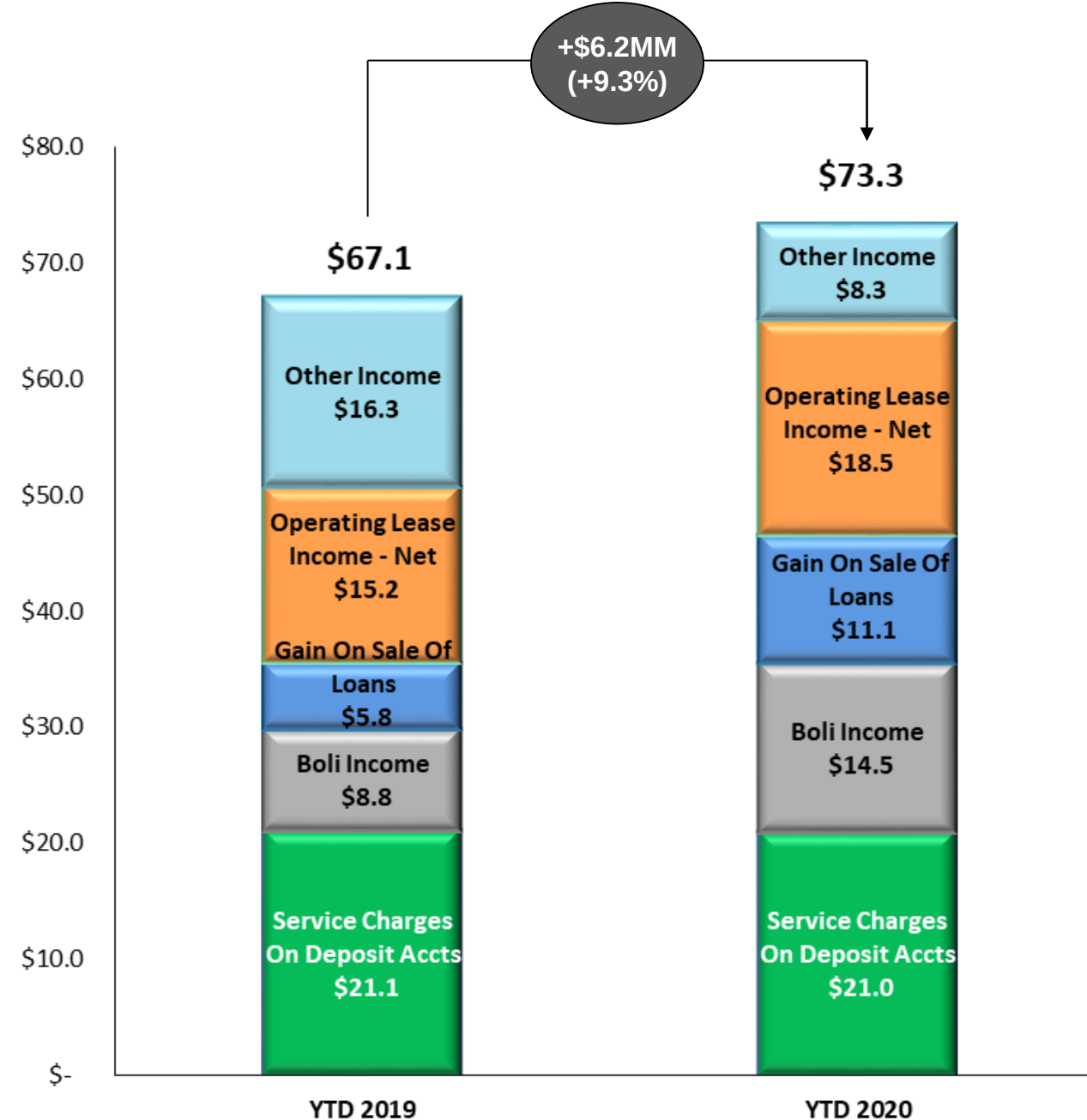
Net interest margin (%)



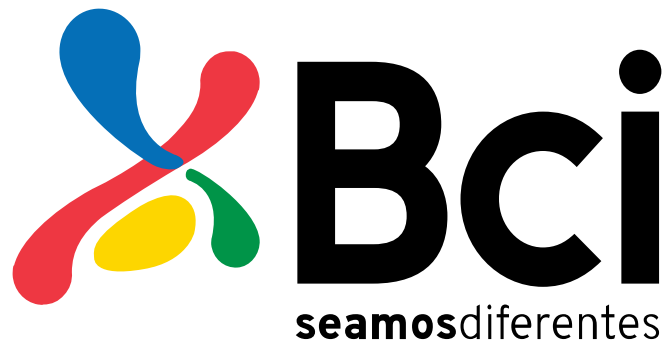
Cost of Funds	1.09%	0.48%	0.42%
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Increase in PPP fee accretion due to nearly \$200MM of loans being forgiven in the quarter

We increased non-interest income by 9% YoY



- \$5.3MM or 91% increase in gain on sale of loans from mortgage banking activities
- Although service charges on deposit accounts are flat YoY due to temporary decline in transaction activity due to pandemic, new PPP & MSLP clients cross sold treasury management services will contribute ≈\$2.5MM of fees annually



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