Corporate Presentation

Third Quarter 2018

Investor Relations Department | Email: Investor_Relations_Bci@Bci.cl
November 2018

Contents.

Main macroeconomic indicators

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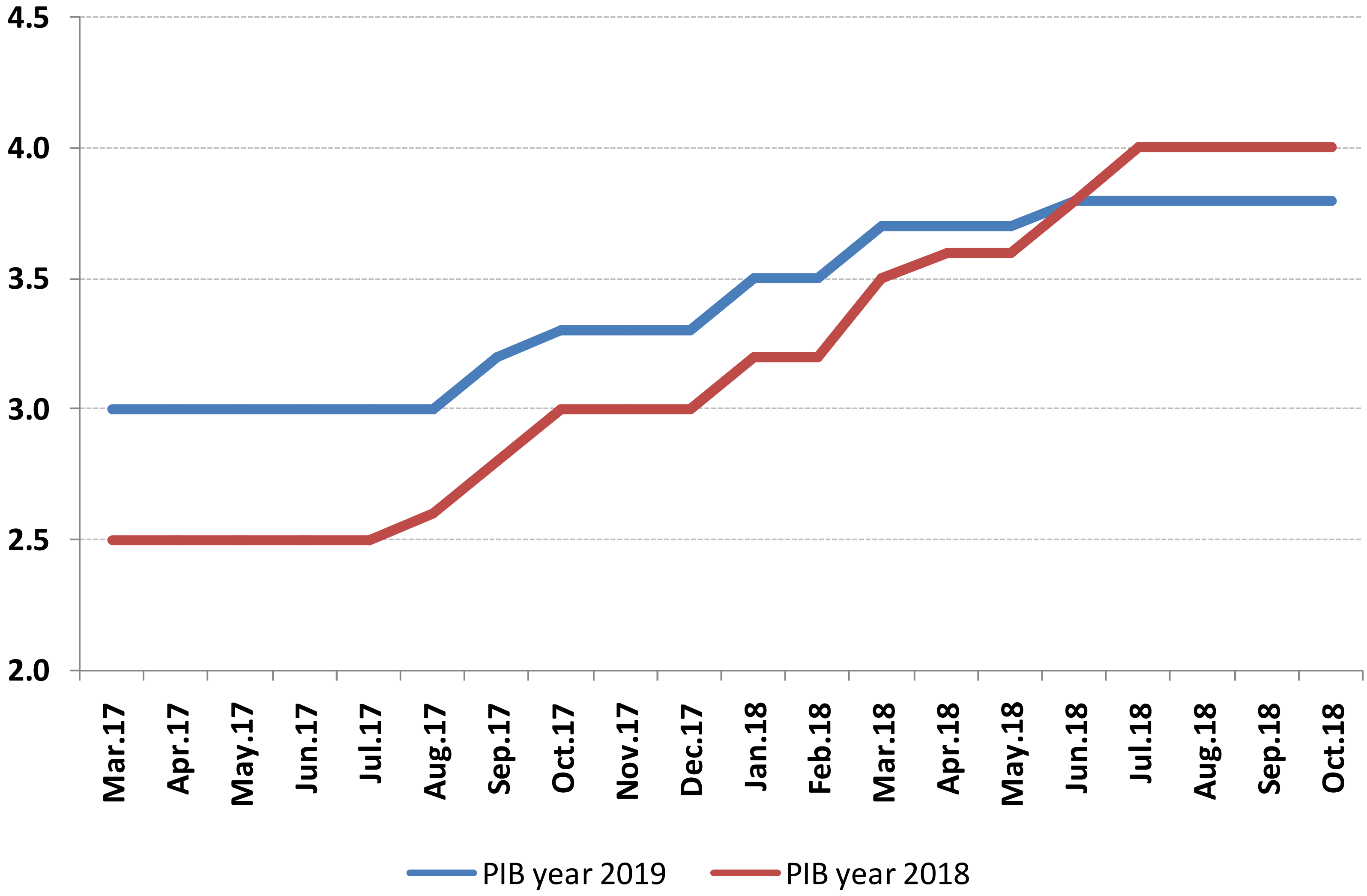
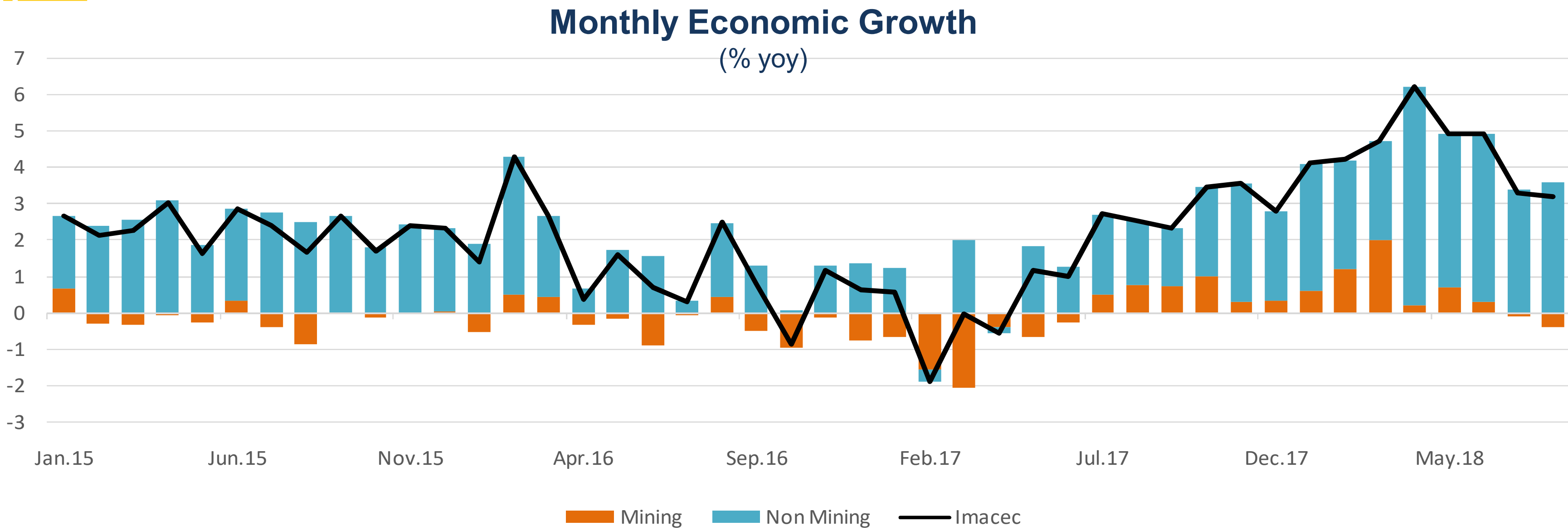
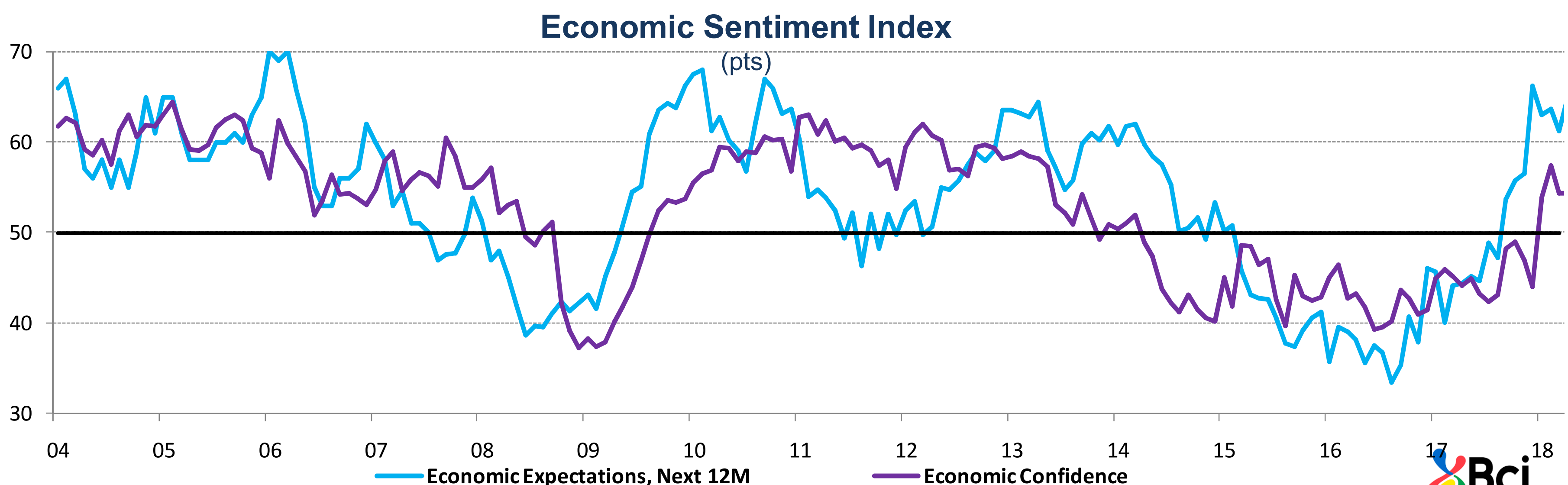
GDP Growth Projections (2018-2019)



Source: Chilean Central Bank, BCI Research.

Macroeconomic Indicators





Source: Chilean Central Bank, BCI Research.

Chilean financial system

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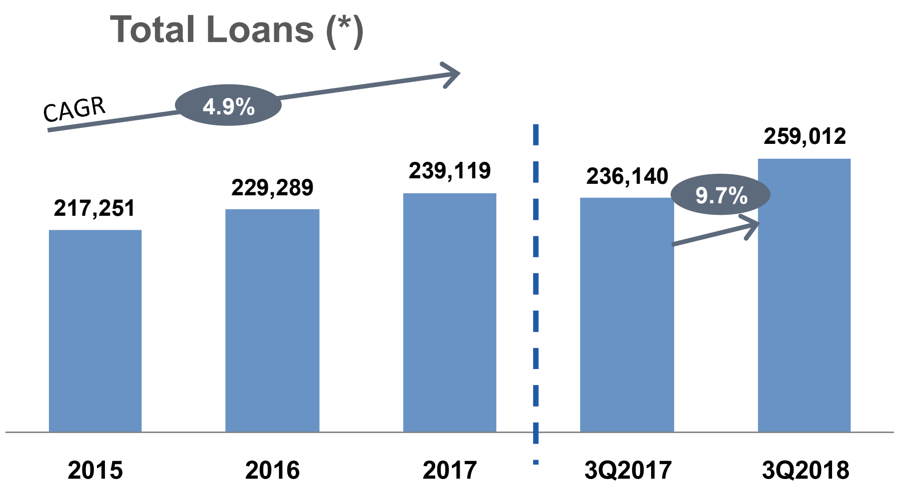
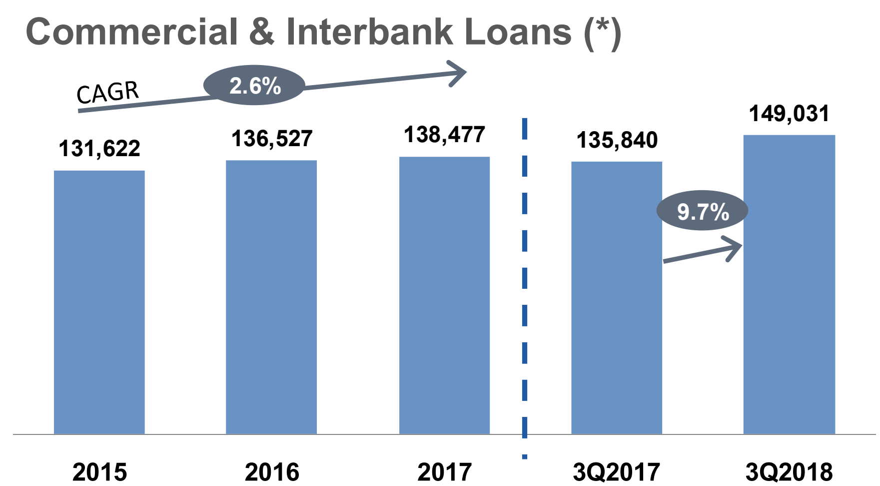
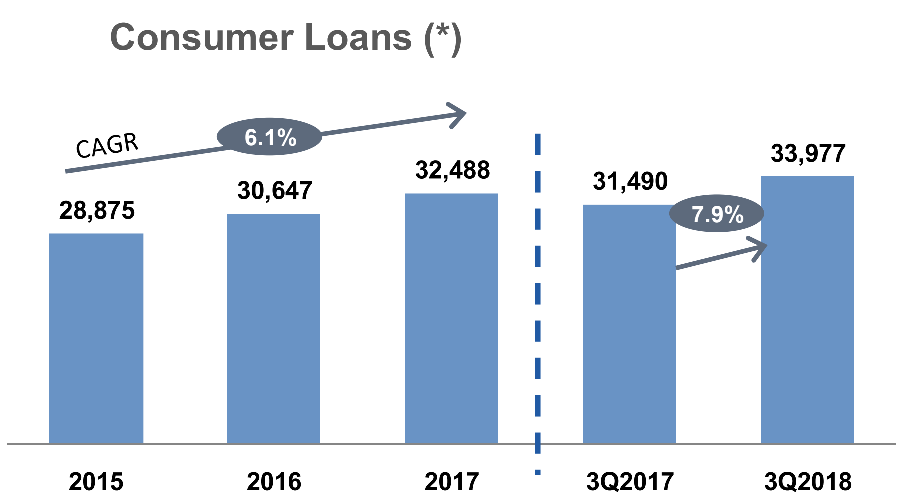
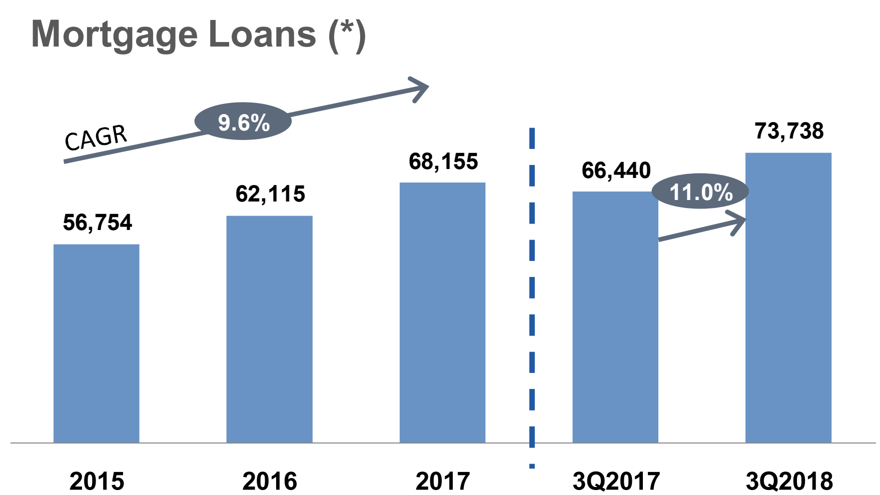
Financial System

Strong growth over the years (US$ Million)









Source: Superintendencia de Bancos e Instituciones Financieras de Chile (SBIF)
(*) Includes chilean market information only
Figures are converted to US$ using an FX of USD/CLP of 660.42 (October 1st 2018)

Banco de Crédito e Inversiones

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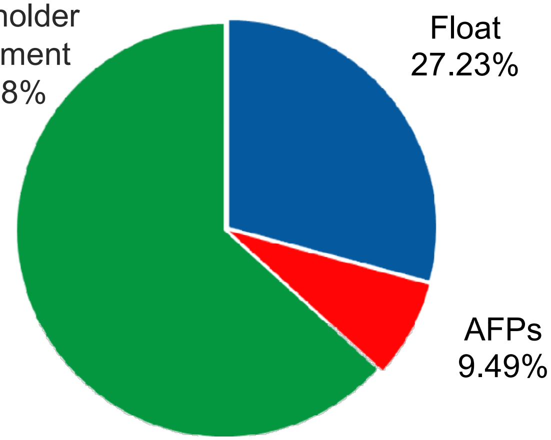
Bci

Shareholders and corporate governance

Shareholder structure as of Sep 2018



Related to the Yarur family since its foundation in 1937

Controlling Shareholder 55.14%

Empresas Juan Yarur SpA

		Since
Board of Directors	Luis Enrique Yarur Rey (President)	1991
	José Pablo Arellano Marín	2011
	Mario Gómez Dubravcic	2011
	Juan Ignacio Lagos Contardo	2013
	Lionel Olavarría Leyton (Vice President)	2015
	Claudia Manuela Sanchez	2016
	Klaus Schmidt Hebbel	2016
	Hernan Orellana Hurtado	2017

Corporate Governance Committees:
- Board Executive Committee
- Directors Committee
- Finance and Corporate Risk Committee
- Corporate Governance and Corporate Social Responsibility
- Compensation Committee

CEO	Eugenio Von Chrismar Carvajal	2015

Management Commitees:
- Higher Management
- Strategic Planning
- Assets & Liabilities (ALCO)
- Operational Risk
- Technology
- Credit
- Money Laundering
- Information System Security
- Human Resources Management

Bci Highlights - Profitable and financially sound

	Sep'18 in US$ Million (*)		Market Share
Total Assets	**$ 59,902**		
Total Loans	**$ 44,006**		**16.99%**
Net Income	**$ 459**		**16.76%**
Market Capitalization	**$ 8,451**		
	Tier I		BIS ratio
Capital Ratios	**9.08%**		**11.91%**
	Moody's	S&P	Fitch
International Credit Ranking	**A2**	**A**	**A**
ROAE* **	**12.85%**		
ROAA* **	**1.00%**		

City National Bank **represents 23.2% of the consolidated loans**

(*) Figures are converted to US$ using an FX of USD/CLP of 660.42 (October 1st 2018)
(**) The accumulated result for a period of 12 mobile months on equity and average total assets closing balances for 13 months.

Corporate Strategy

Strategic Priorities

1 Leverage digital customer experience to achieve competitive advantage

2 Drive sustainable growth, while maintaining prudent risk

3 Enhance leadership and collaboration throughout the organization

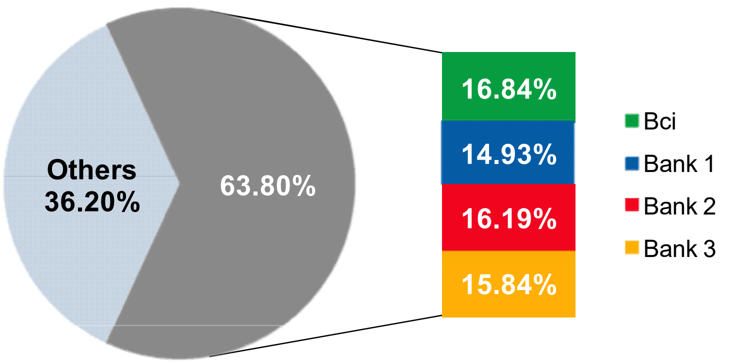
Strategy Execution

1	**Best-in-Class Customer Experience through Digital Transformation**	▪ Leverage digital customer experience and superior analytics to achieve deeper relationships and higher revenues per client, with focus on Retail and SMEs ▪ Strategy-driven IT transformation to reduce cost-to serve, encourage flexibility and enable digital innovation initiatives
	Enhance Wholesale Banking & CIB Value Propositions	▪ Consolidate our full service model concentrating focus on deepening client relationships leveraging product innovation and local advantages ▪ Expand client coverage and product offering in Transaction Banking–commitment to become a dominant player in Cash Management
2	**Drive selective growth in line with defined risk-appetite**	▪ Continue to outperform our competitors in selected segments and products, with focus on improving sales productivity and optimizing return/risk per client ▪ Further develop a strong risk management culture based on robust and prudent polices
	Optimize balance structure and capital base	▪ Continue to strengthen our capital position to support growth and drive returns to shareholders ▪ Manage towards risk-based pricing on earning assets and continue to optimizing our balance structure
	Further deploy our International Growth Strategy	▪ Increase the value of City National Bank of Florida and continue monitoring attractive and reasonable growth opportunities
3	**Promote disruptive Innovation and boost collaboration**	▪ Foster talent and a culture of game-changing innovation embracing new ecosystems and encouraging experimentation ▪ Drive and embed cultural change around our core values encouraging both disciplined execution and collaboration as distinctive capabilities
	Strive to create sustainable value for all our stakeholders	▪ Consolidate our sustainability strategy focusing on balancing our goals and interests with those of our employees, clients, shareholders and society

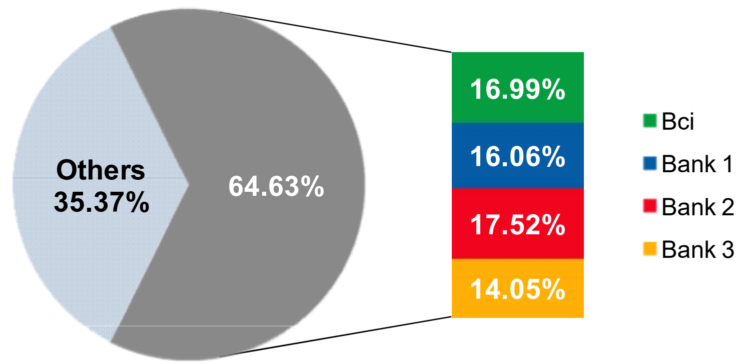
Market shares

3rd largest privately owned bank in Chile

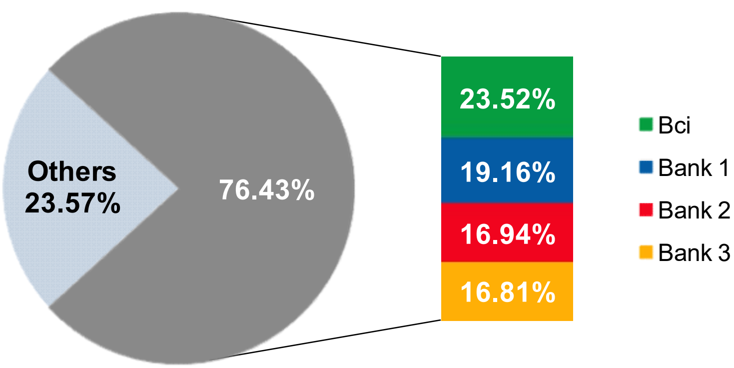
Total Assets



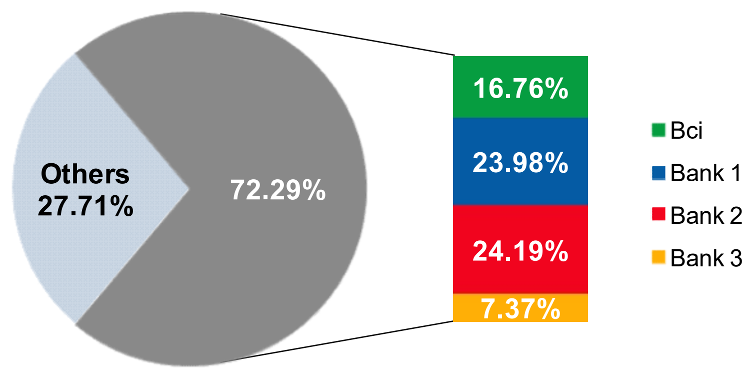
Total Loans



Non Interest Bearing Deposits (NIBD)



Net Income



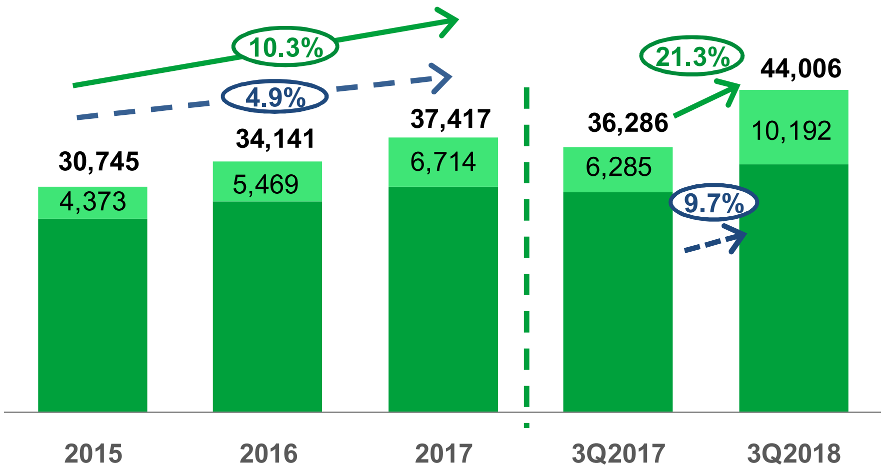
Source: SBIF , Sep 2018

Loan portfolio

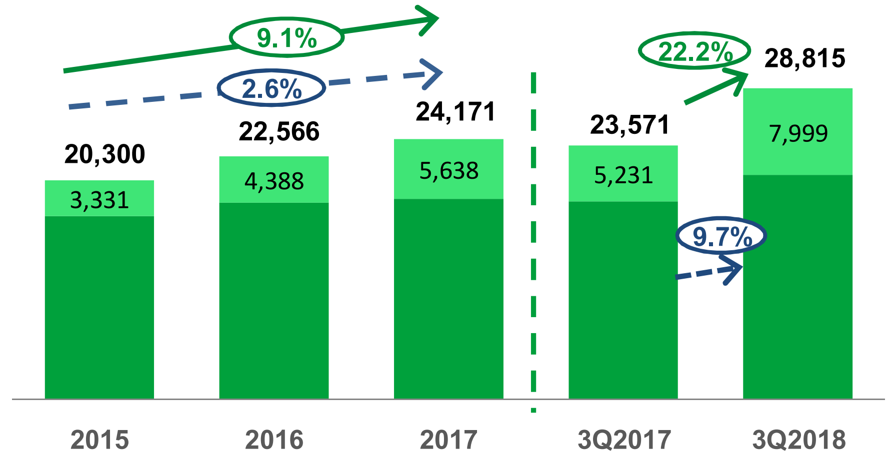
Bci has outperformed the financial system in Total Loans during 2015-2018 (US$ Million)

CNB BCI

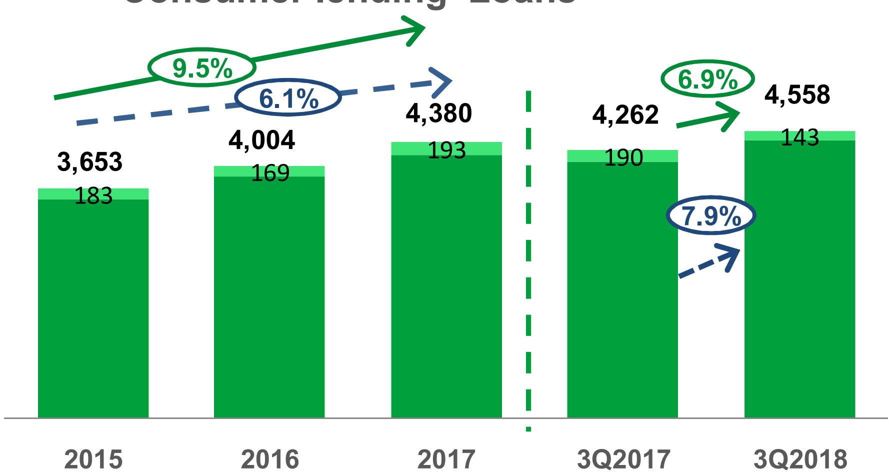
Total Loans



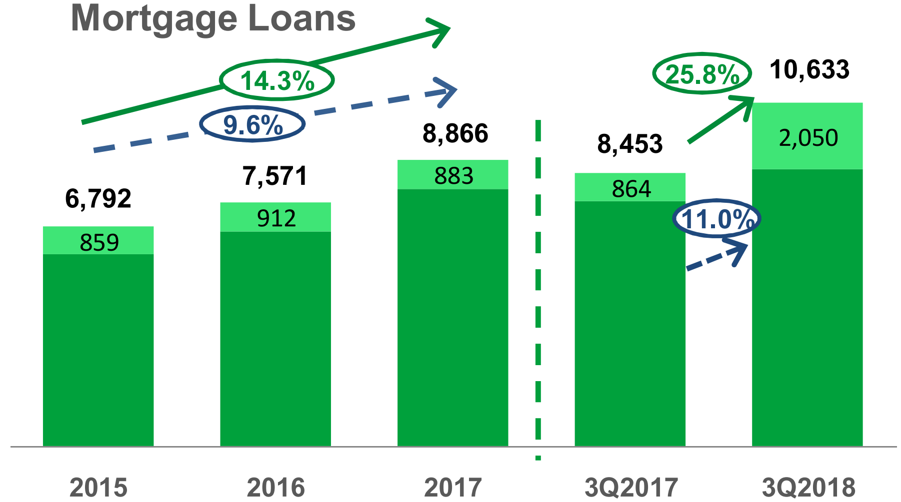
Commercial & Interbank Loans



Consumer lending Loans



Mortgage Loans

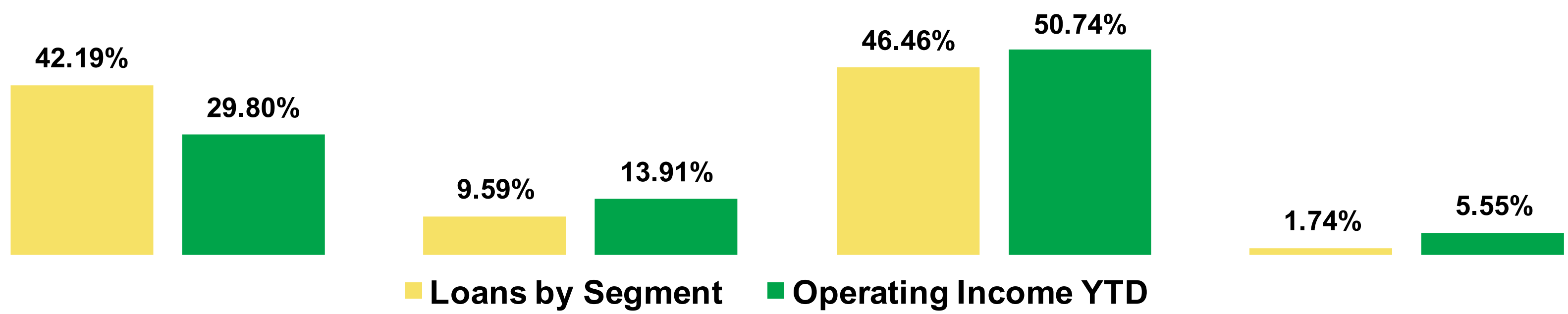


Source: Superintendencia de Bancos e Instituciones Financieras de Chile (SBIF).
Figures are converted to US$ using an FX of USD/CLP of 660.42 (October 1st 2018)

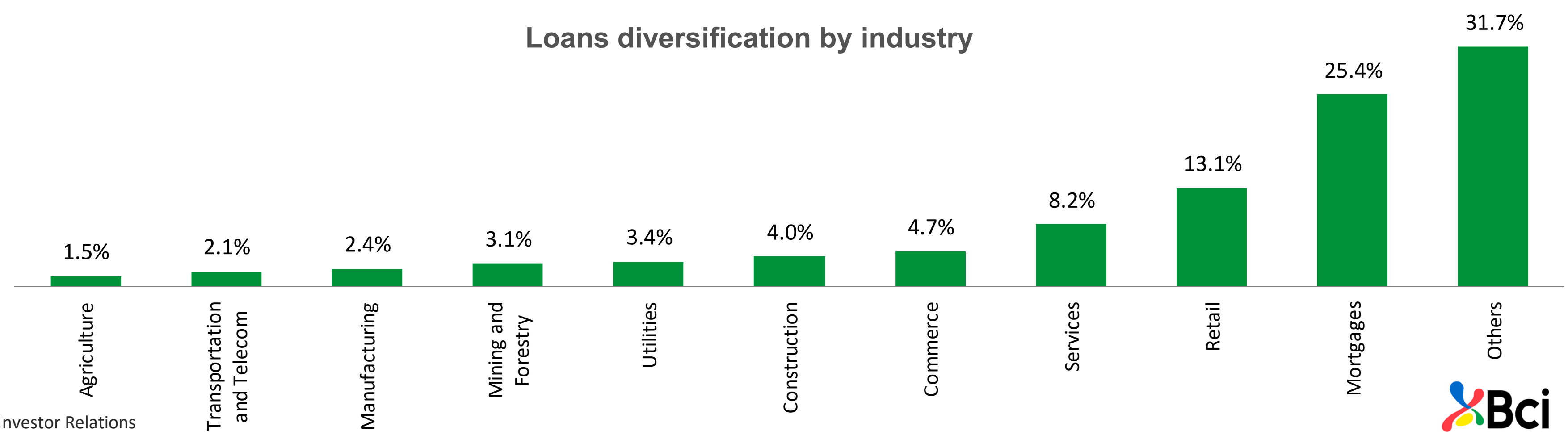
Loan portfolio Bci

Well diversified and balanced loan portfolio

Retail Banking	SMEs	Wholesale	CIB Finance Division
Individuals	Revenues < UF 80,000 (up to US$3.1 M*)	Revenues > UF 80,000 (up to US$ 58.6 million*)	



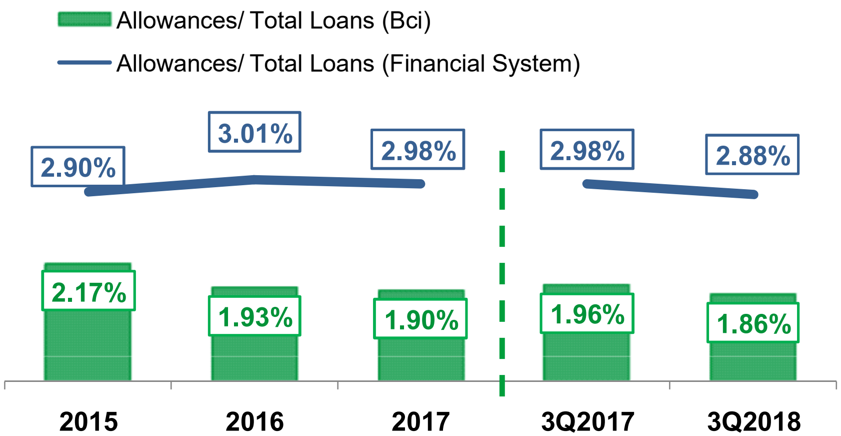
Loans diversification by industry



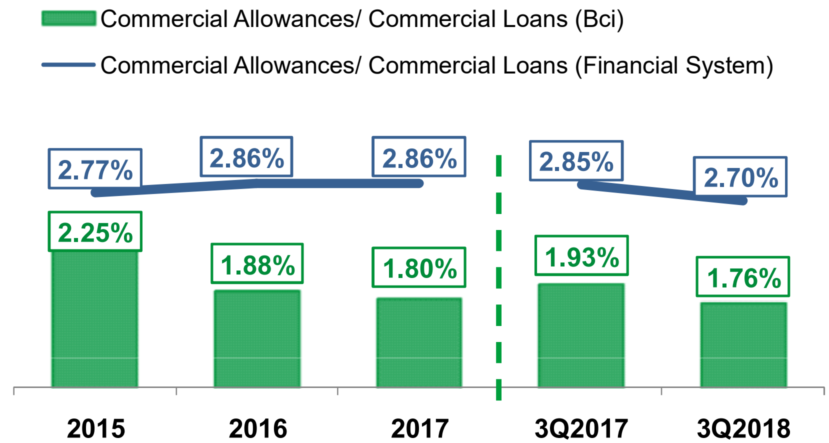
Risk indicators

Conservative risk management policies

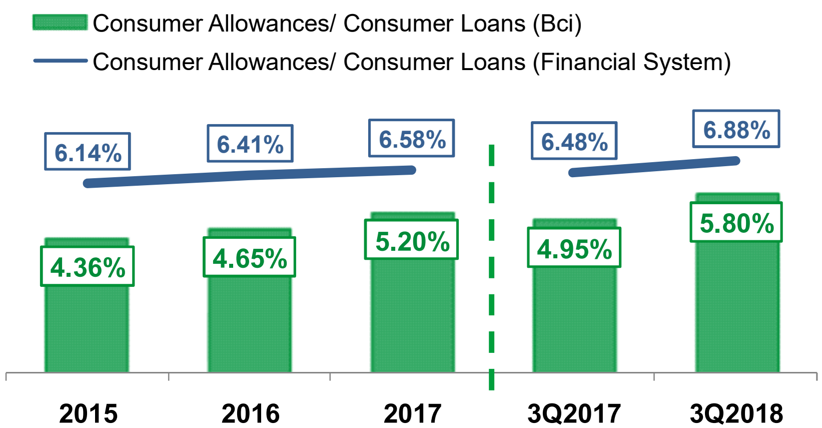
Risk Index Total Loans



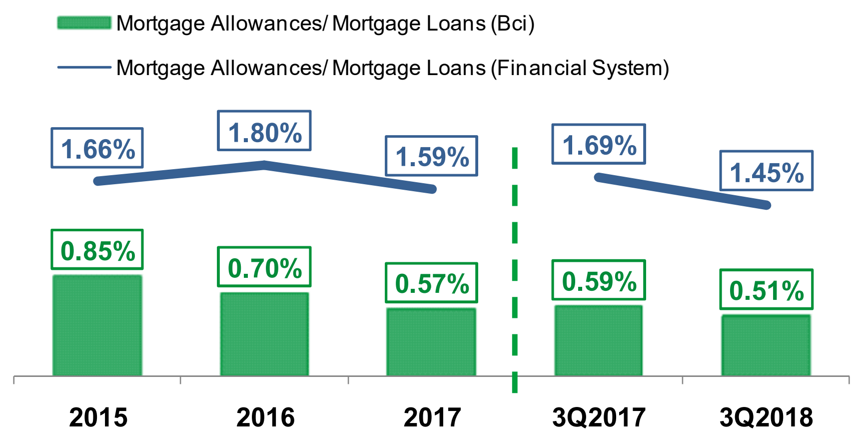
Risk Index Commercial Loans



Risk Index Consumer Loans



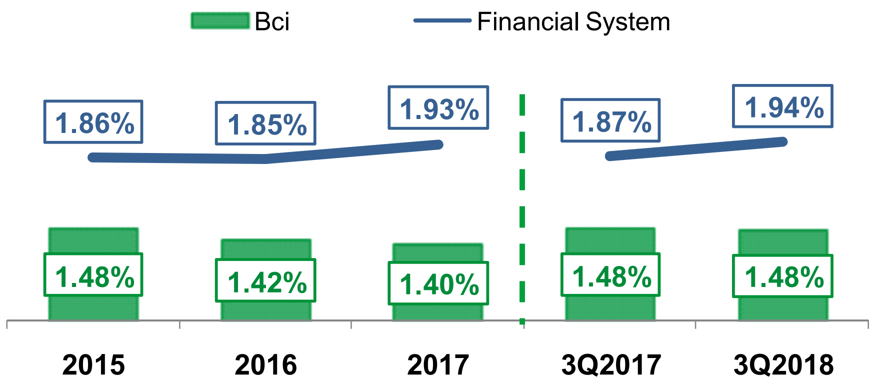
Risk Index Mortgage Loans



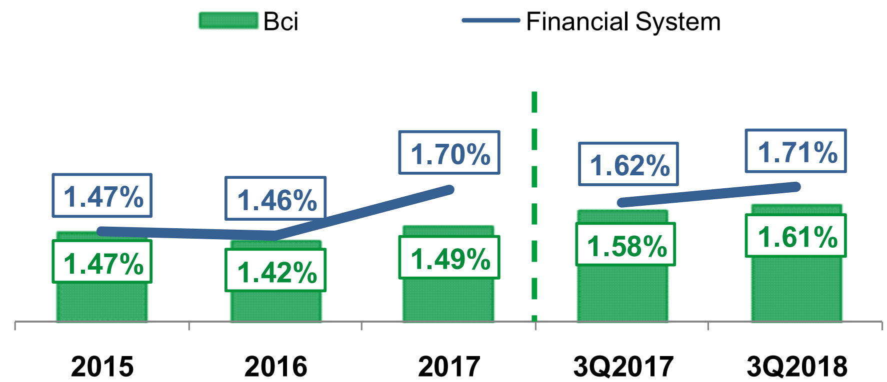
* Includes additional allowances. Total loans include interbank loans

Conservative risk management policies

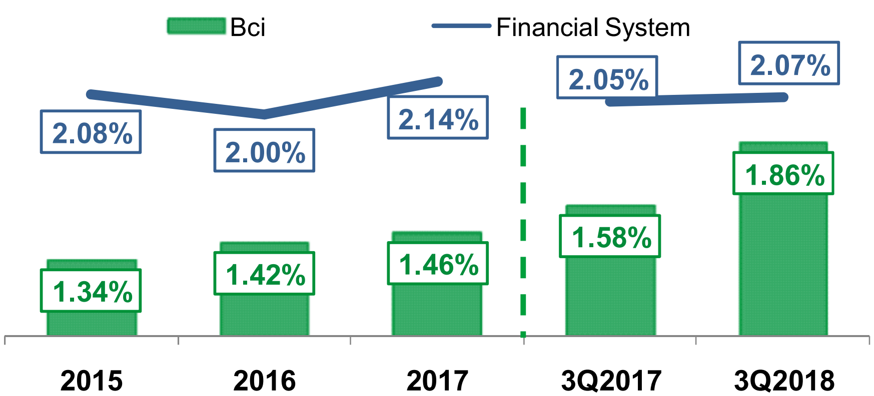
NPL Ratio (NPLs/Total Loans)



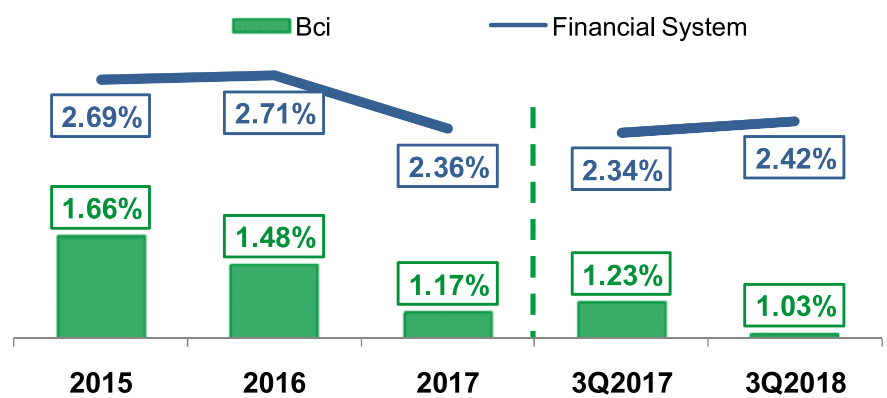
NPL Ratio (Commercial Loans)



NPL Ratio (Consumer Loans)

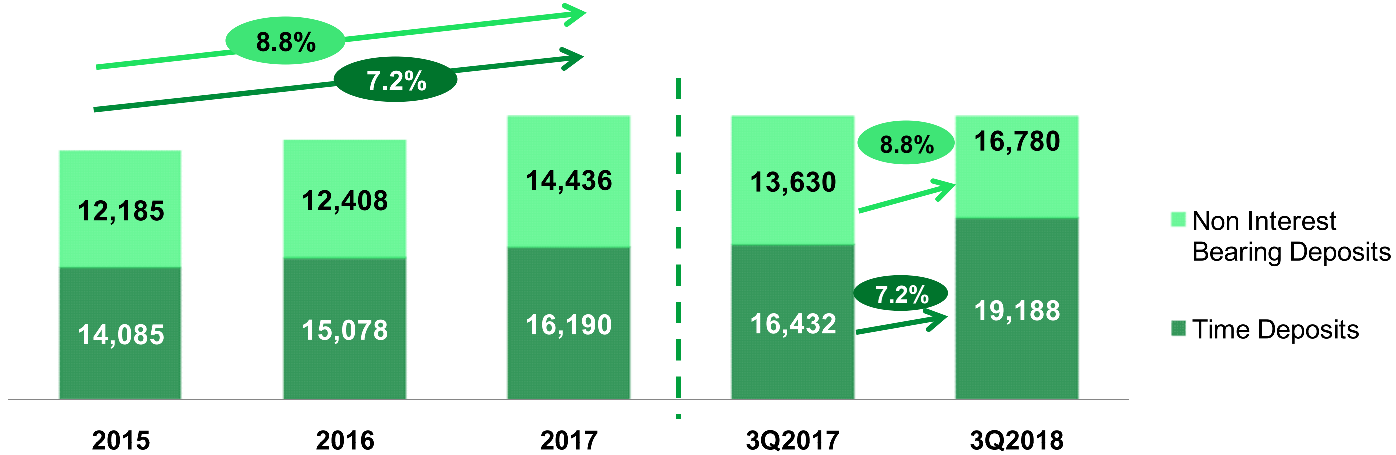


NPL Ratio (Mortgage Loans)

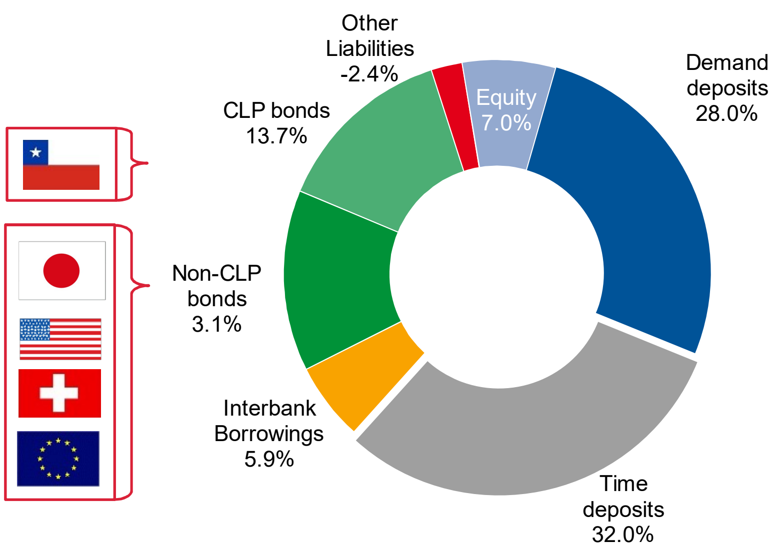


Strong time deposit growth with retail customer base

Non interest bearing deposits & time deposits
(US$ million)



Breakdown by type



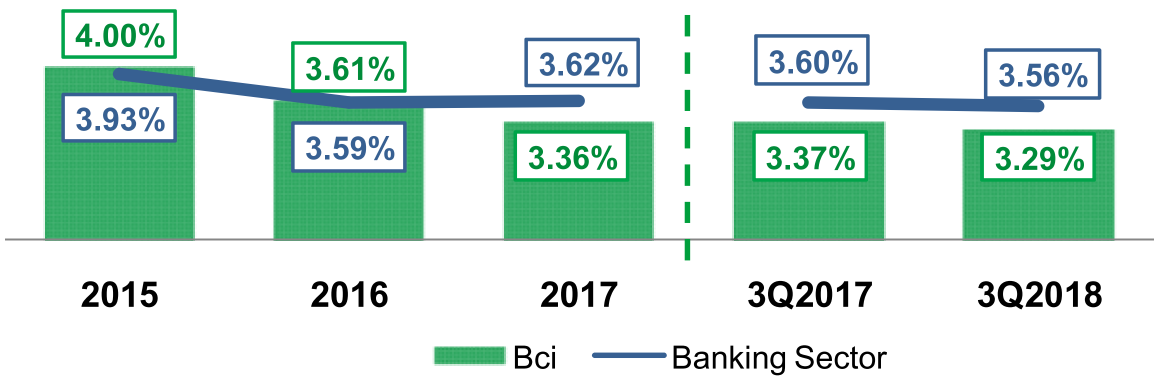
Funding

- Our market funding includes various long-term issuances for up to ten years and are primarily in Chile.
- Bci's fund raising efforts also include issuances off of our MTN program in US dollars, euros, swiss francs and yens.
- Commercial paper program managed out of its Miami branch, which provides us with alternate US dollar funding.
- The long-term debt is mainly to match its long-term residential mortgage portfolio which is covered primarily by senior debt.

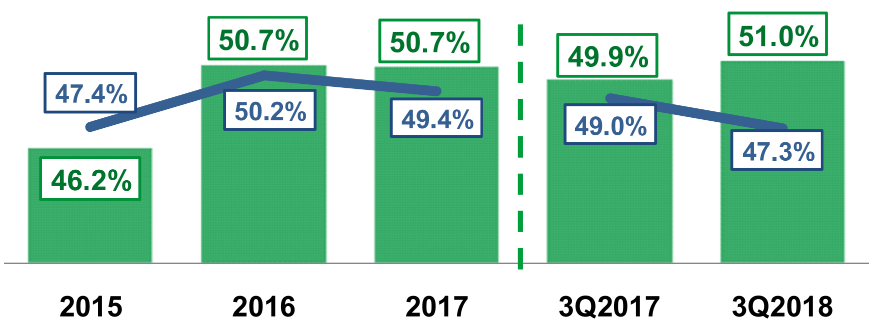
Figures in Local and International Funding are converted to US$ using an FX of USD/CLP of 660.42 (October 1st 2018)

Profitability

NIM (*) (Net Interest Margin/ Average Interest Earning Assets)

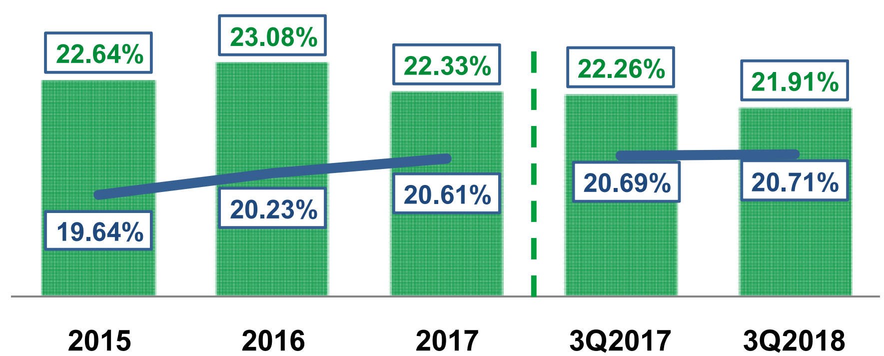


Efficiency ratio (**)



Fee income ratio

(Net Fees/ Net Fees + Net Interest Margin)

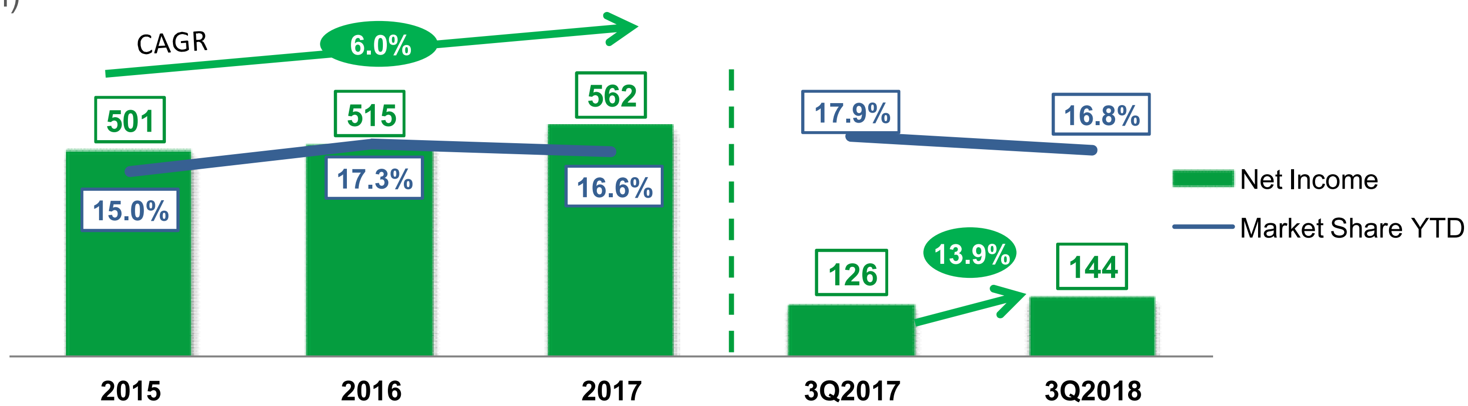


(*) Average of the last 12 months for interest earning assets. Interest earning assets include: total loans, trading portfolio financial assets, investments under agreements to resell, Financial investments available for sale, and held –to- maturity securities.
(**) Efficiency ratio as calculated by SBIF (operating expenses excl other operating expenses/gross operating result).The methodology included addtional allowances in this ratio until 4Q17. Figures shown were calculated according to the new methodology.

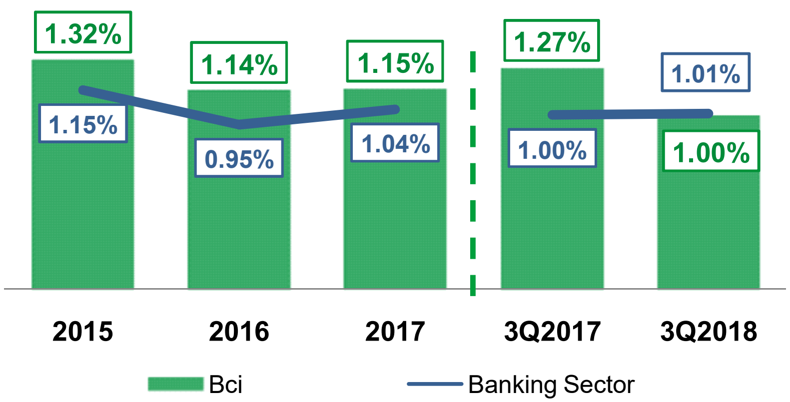
Profitability

Sustained and profitable growth

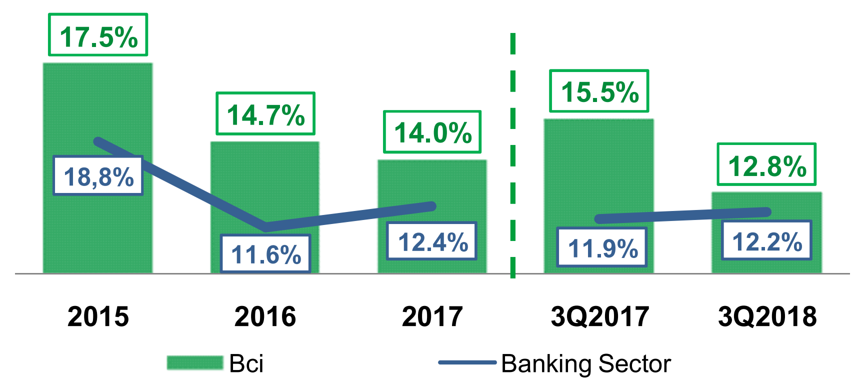
Net Income and Market Share
(US$ Million)



ROAA (*)



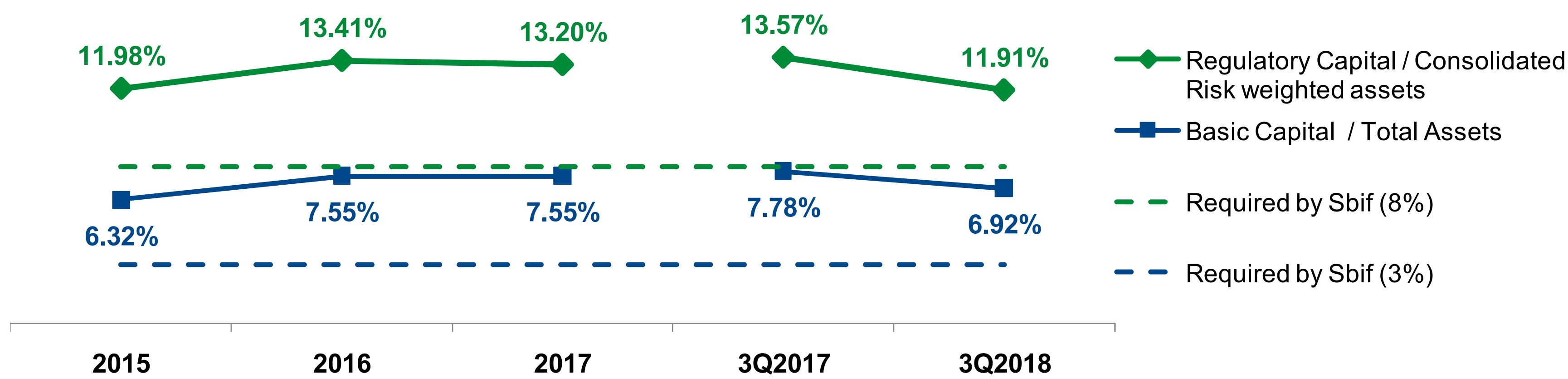
ROAE (*)



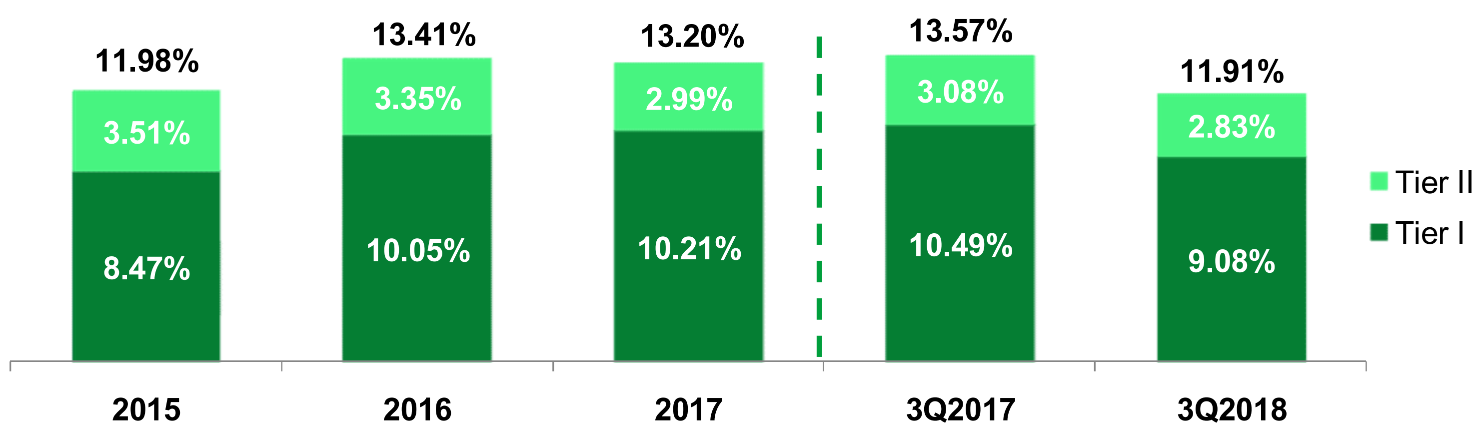
(*) SBIF: the accumulated result for a period of 12 mobile months on equity and average total assets closing balances for 13 months.
Figures are converted to US$ using an FX of USD/CLP of of 660.42 (October 1st 2018)

Capitalization

Bci capitalization well above regulatory requirements



Bis Ratio



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

City National Bank of Florida

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Financial Highlights

Balance Sheet 2018

- Total Assets decreased by $149 MM in the quarter & increased by $4.1 BN YoY to $13.95 BN with quarterly reduction due to excess cash held in Q2 that was reduced in Q3
- Total Net Loans & Leases increased by $56 MM in the quarter & $3.7 BN YoY to $10.0 BN, with the Bank selling ≈$215MM of loans in Q3 as part of balance sheet optimization
- Deposits decreased by $255 MM in the quarter & increased by $3.3 BN YoY to $10.7 BN, $1.8 BN of which is due to the TotalBank transaction

optimization

Income Statement 3Q - 2018

- YTD net income of $78MM increases to $104MM on a normalized basis after adjusting for non-recurring expenses
- Intangible amortization expense increased by ≈$6MM quarter-over-quarter due to amortization of TotalBank intangibles

Key Metrics

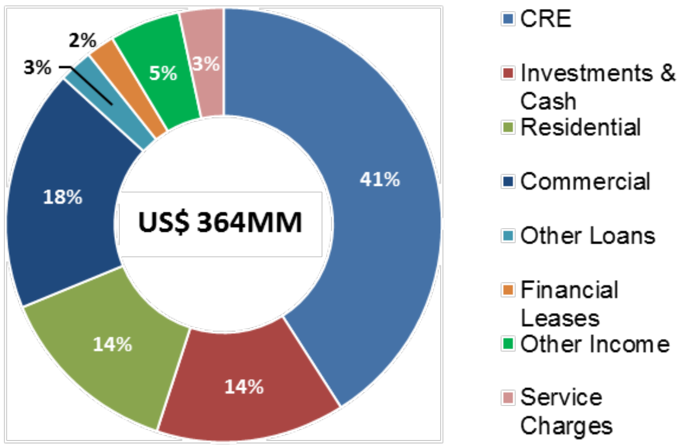
; Total RBC Ratio 13.24%; Tier 1 Leverage Ratio 10.47%

- NPLs / Total Loans of 0.45% ; NPLs / Total Capital of 2.70%; ALLL & Loan Mark / NPLs of 139.88%
- Efficiency Ratio: 56.69% Normalized Efficiency Ratio 46.60%
- ROAA: 0.87% Normalized ROAA: 1.16%
- ROAE: 8.04% Normalized ROAE: 10.71%

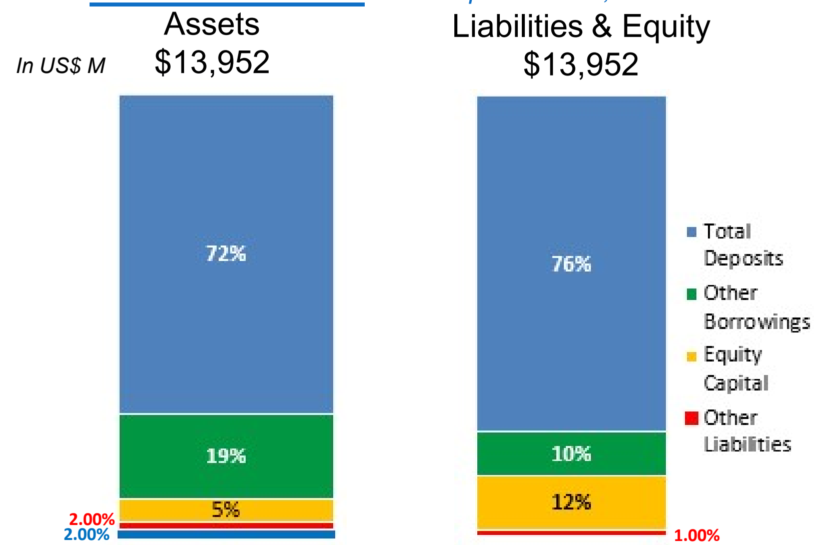
Source: City National Bank

CNB at a Glance

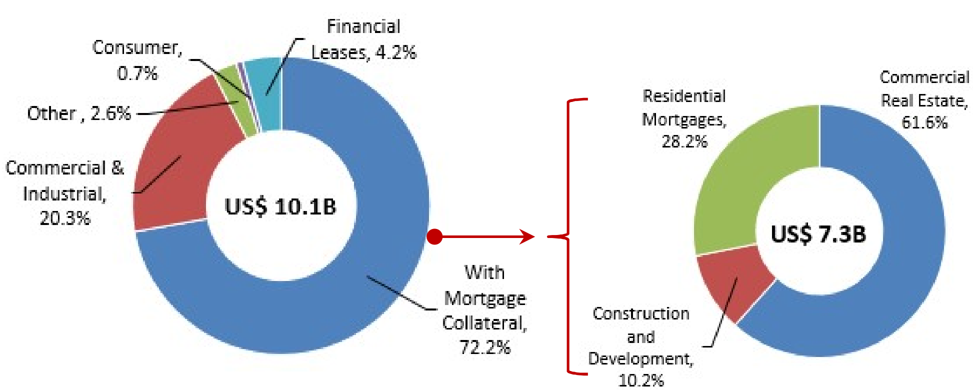
Revenue Breakdown *as of September 30, 2018 (YTD)*



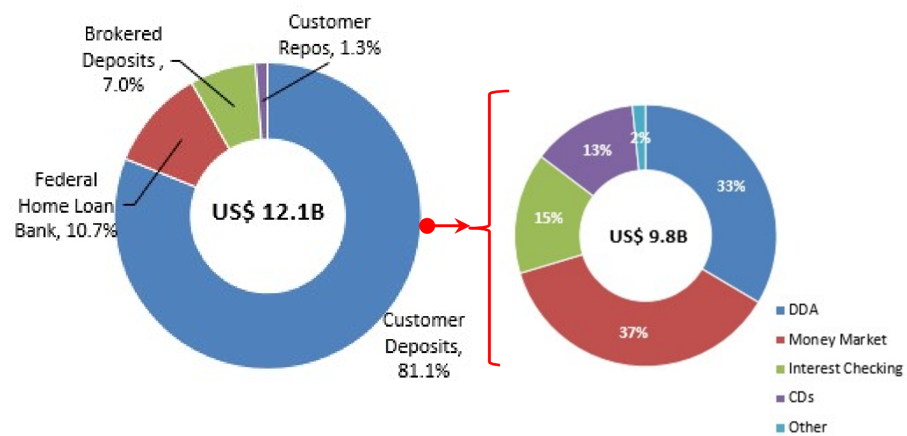
Balance Sheet *as of September 30, 2018*



Gross Credit Portfolio Composition *as of September 30, 2018*



Funding Structure and Deposits *as of September 30, 2018*



Source: City National Bank

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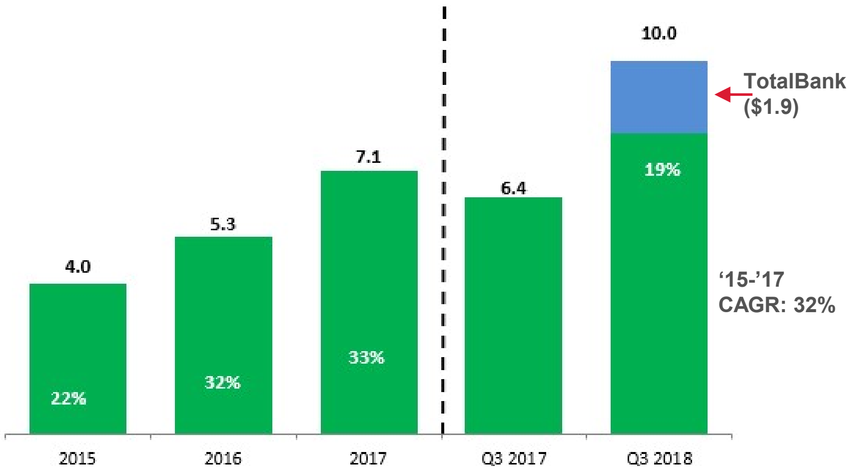
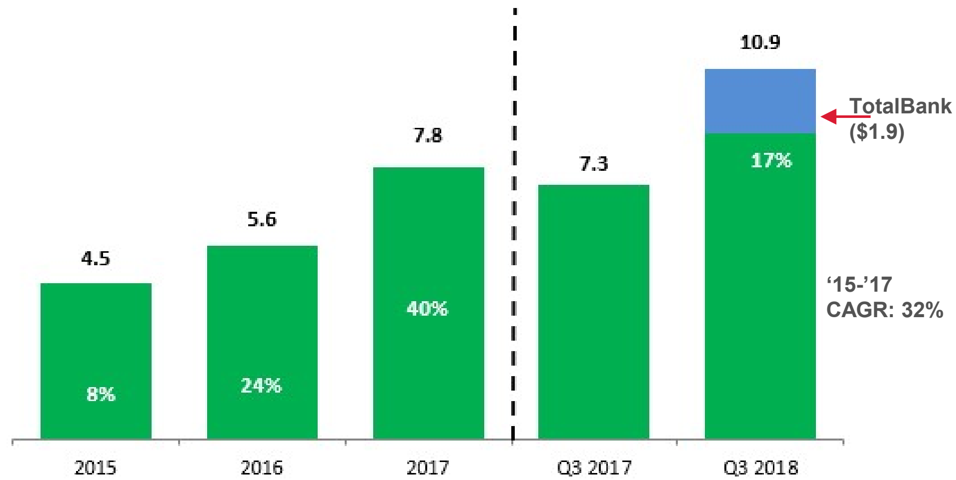
Financial Highlights: Sustained and Stable Growth

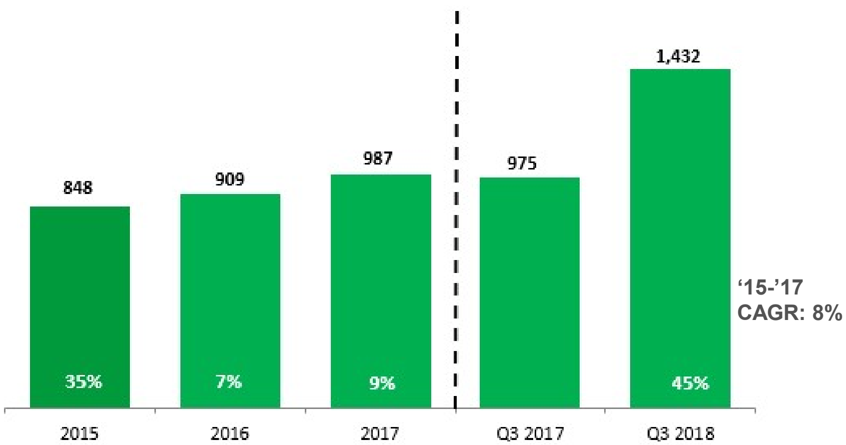
Net Loans (US$BN) as of September 30, 2018



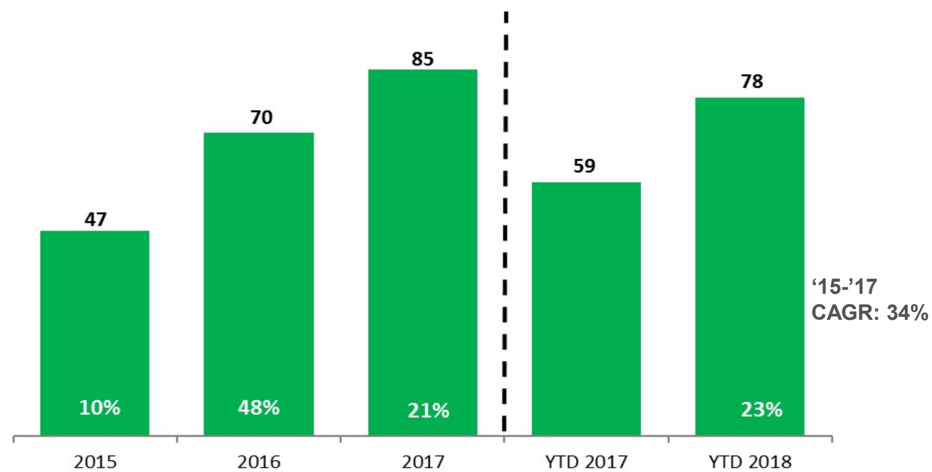
Deposits (US$BN) as of September 30, 2018



Tier 1 Capital (US$MM) as of September 30, 2018



*Net Income (US$MM) as of September 30, 2018



Source: City National Bank
Note: Net income normalized in 2017 by removing income tax adjustment and the gain on sale of building.

City National Bank
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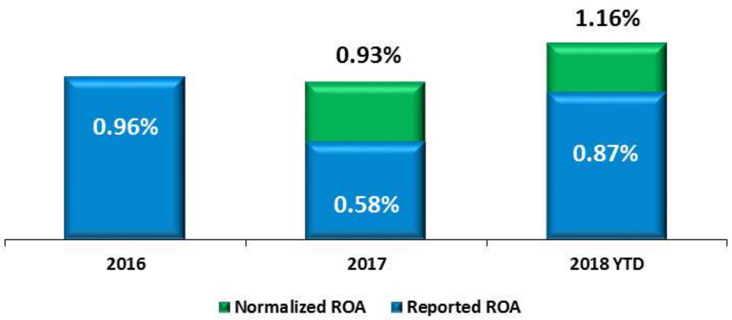
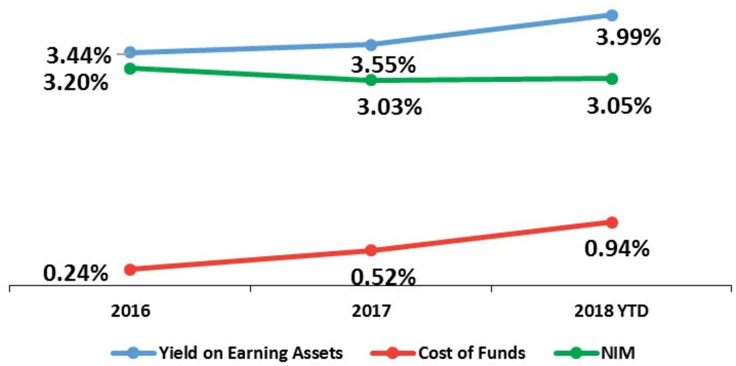
Profitability ratios remain ahead of budget despite non-recurring expenses

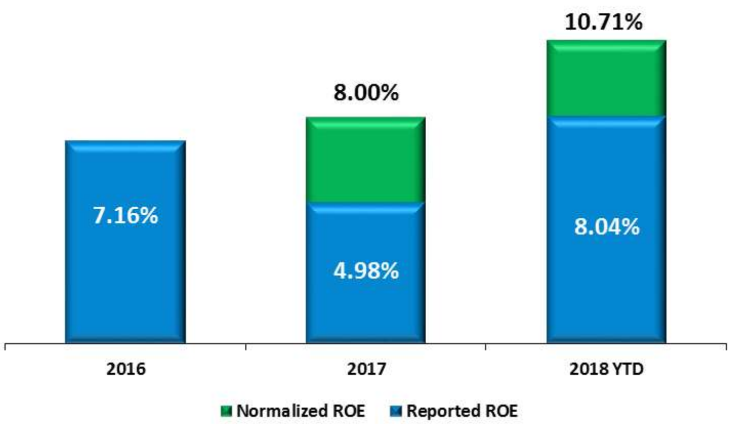
ROAA



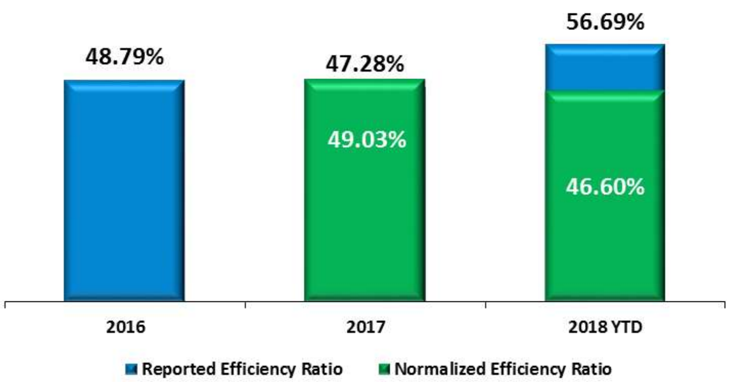
NIM



ROE



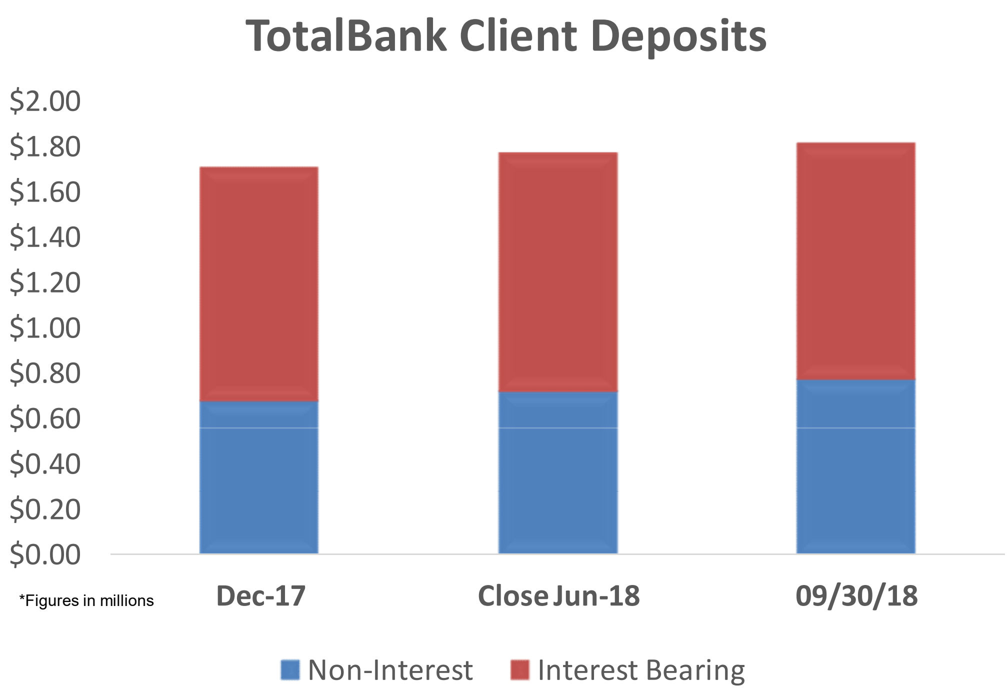
Efficiency Ratio



- ROA & ROE display an increasing trend on a normalized basis
- NIM is relatively flat year-over-year despite flattening yield curve environment

Source: City National Bank
Note: 2017 Core ROA and ROE adjusted for effective tax reform and sale of building

TB's client deposits have increased since transaction announcement



- Transaction closed on June 15th
- System integration successfully executed in July
- Twelve banking centers scheduled to be closed in 4th quarter
- Consistent & steady growth in non-interest bearing accounts
- We are executing a plan to touch all top tier TotalBank legacy customers in order to retain & expand loan and deposit relationships

The TotalBank deposit base has *increased* since the transaction closed in June

Source: City National Bank
Note: Excludes CD Rateline

Key Metrics

	2013	2014	2015	2016	2017	Q3 2018	YTD 2018
Loans & Leases/ Assets	57.00%	61.90%	62.40%	64.50%	69.44%	71.90%	71.90%
Loans / Deposits	74.70%	79.60%	90.10%	95.00%	90.28%	94.13%	94.13%
DDA/ Deposits	43.50%	44.00%	43.30%	37.70%	32.16%	30.86%	30.86%
ROAA	0.79%	0.85%	0.80%	0.96%	1.01%	0.74%	0.87%
ROAE	3.90%	4.40%	4.80%	7.16%	8.64%	6.17%	8.04%
ROATCE	5.90%	5.90%	5.90%	7.81%	9.29%	7.33%	8.98%
Fee income / Assets	0.29%	0.26%	0.26%	0.32%	0.43%	0.31%	0.35%
NIM	3.20%	3.40%	3.20%	3.19%	3.36%	3.14%	3.05%
Efficiency	59.90%	55.20%	54.00%	48.72%	47.28%	60.60%	56.69%
NPLs	0.57%	0.37%	0.36%	0.40%	0.30%	0.45%	0.45%
ALLL + Loan Mark / NPLs	351%	383%	283%	196%	193%	139.88%	139.88%
Total RBC	17.90%	17.10%	18.40%	15.16%	12.48%	13.24%	13.24%
Tier 1 Leverage Ratio	12.08%	12.59%	13.70%	11.63%	10.10%	10.47%	10.47%

In US$mm	2013	2014	2015	2016	2017	Q3 2018	YTD 2018
Net Loans & Leases	2,750	3,311	4,041	5,324	7,062	10,031	10,031
Total Assets	4,822	5,353	6,478	8,252	10,170	13,952	13,952
Deposits	3,680	4,159	4,483	5,580	7,822	10,657	10,657
DDA (non interest)	1,600	1,831	1,942	2,103	2,515	3,288	3,288
Tangible Equity	695	761	845	922	982	1,413	1,413
Net Income[1]	38	43	47	70	85	26	78
Core earnings[2]	75	84	85	123	146	44	124

City National Bank
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Thank you.

Balance sheet

US$ million (*)	2015	2016	2017	CAGR 2015-2017	3Q 2017	3Q 2018	%∆
Cash	1,927	2,389	2,265	8.41%	2,185	2,791	27.78%
Securities	5,613	5,744	7,162	12.97%	6,589	7,897	19.86%
Loans	30,193	33,581	36,809	10.41%	35,679	43,313	21.40%
Other Financial Instruments	399	461	336	-8.22%	407	76	-81.32%
Fixed Assets	428	423	409	-2.19%	408	415	1.68%
Other Assets	5,008	4,244	4,324	-7.08%	4,432	5,410	22.05%
Total Assets	**43,567**	**46,842**	**51,306**	**8.52%**	**49,700**	**59,902**	**20.53%**
Deposits on Demand	12,185	12,408	14,436	8.85%	13,630	16,780	23.12%
Time Deposits	14,085	15,078	16,190	7.21%	16,432	19,188	16.77%
Interbank Borrowings	2,711	2,497	2,656	-1.00%	2,499	3,716	48.68%
Bonds Payable	5,788	6,660	7,602	14.60%	7,007	8,655	23.53%
Other Liabilities	5,770	6,386	6,290	4.41%	6,026	7,133	18.38%
Equity	**3,029**	**3,814**	**4,131**	**16.78%**	4,106	4,429	7.86%
Total Liabilities	**43,567**	**46,842**	**51,306**	**8.52%**	**49,700**	**59,902**	**20.53%**

(*) Figures are converted to US$ using an FX of USD/CLP of 660.42 (October 1st 2018)

Balance sheet

CLP$ million (*)	2015	2016	2017	CAGR 2015-2017	3Q 2017	3Q 2018	%∆
Cash	1,272,552	1,577,565	1,495,732	8.41%	1,442,732	*1,843,524*	27.78%
Securities	3,706,721	3,793,351	4,730,198	12.97%	4,351,347	*5,215,404*	19.86%
Loans	19,939,945	22,177,574	24,309,484	10.41%	23,563,026	*28,604,666*	21.40%
Other Financial Instruments	263,561	304,533	222,030	-8.22%	268,877	*50,232*	-81.32%
Fixed Assets	282,556	279,496	270,291	-2.19%	269,334	*273,852*	1.68%
Other Assets	3,307,431	2,802,713	2,855,661	-7.08%	2,927,296	*3,572,900*	22.05%
Total Assets	**28,772,766**	**30,935,232**	**33,883,396**	**8.52%**	**32,822,612**	***39,560,578***	**20.53%**
Deposits on Demand	8,047,288	8,194,263	9,534,124	8.85%	9,001,384	*11,082,130*	23.12%
Time Deposits	9,301,896	9,957,688	10,692,346	7.21%	10,851,870	*12,672,196*	16.77%
Interbank Borrowings	1,790,090	1,648,764	1,754,356	-1.00%	1,650,383	*2,453,852*	48.68%
Bonds Payable	3,822,650	4,398,430	5,020,307	14.60%	4,627,357	*5,716,140*	23.53%
Other Liabilities	3,810,317	4,217,410	4,153,977	4.41%	3,979,652	*4,711,021*	18.38%
Equity	**2,000,525**	2,518,677	2,728,286	16.78%	2,711,966	*2,925,239*	7.86%
Total Liabilities	**28,772,766**	**30,935,232**	**33,883,396**	**8.52%**	**32,822,612**	***39,560,578***	**20.53%**

Financial results

US$ million (*)	2015	2016	2017	CAGR 2015-2017	3Q 2017	3Q 2018	%∆
Net Interest Income	1,212	1,370	1,416	10.33%	337	418	24.05%
Net Service Fee Income	355	411	407	12.53%	104	122	17.78%
Operating Income	**1,567**	**1,782**	**1,822**	**10.81%**	**441**	**540**	**22.57%**
Other Operating Income	207	165	268	11.62%	63	67	7.1%
Provision for loan losses	-286	-278	-322	4.35%	-73	-106	44.34%
Operating Income, net of loan losses, interest and fees	**1,488**	**1,668**	**1,769**	**12.25%**	**430**	**502**	**16.58%**
Personal salaries and expenses	-461	-564	-604	20.08%	-148	-180	21.57%
Administrative Expenses	-287	-341	-374	22.79%	-93	-112	21.56%
Depreciation and Amortization	-66	-83	-91	21.46%	-24	-28	16.37%
Total operating expenses	**-883**	**-989**	**-1,069**	**17.31%**	**-264**	**-320**	**21.10%**
Total Net Operating Income	**605**	**643**	**816**	**14.10%**	**168**	**185**	**10.39%**
Income Tax	-104	-128	-254	53.62%	-41	-41	-0.51%
Consolidated Net Income for the Year	**501**	**515**	**562**	**4.07%**	**126**	**144**	**13.95%**

(*) Figures are converted to US$ using an FX of USD/CLP of 660.42 (October 1st 2018)

Financial results

CLP$ million (*)	2015	2016	2017	CAGR 2015-2017	3Q 2017	3Q 2018	%∆
Net Interest Income	800,505	905,053	934,828	10.33%	222,512	276,016	24.05%
Net Service Fee Income	234,270	271,629	268,706	12.53%	*68,628*	80,832	17.78%
Operating Income	**1,034,775**	**1,176,682**	**1,203,534**	**10.81%**	**291,140**	**356,848**	**22.57%**
Other Operating Income	137,000	108,640	177,168	11.62%	41,555	44,486	7.1%
Provision for loan losses	-189,207	-183,412	-212,653	4.35%	-48,498	-70,003	44.34%
Operating Income, net of loan losses, interest and fees	**982,568**	**1,101,910**	**1,168,049**	**12.25%**	**284,197**	**331,331**	**16.58%**
Personal salaries and expenses	-304,611	-372,631	-398,903	20.08%	-97,724	-118,803	21.57%
Administrative Expenses	-189,442	-225,489	-246,880	22.79%	-61,098	-74,269	21.56%
Depreciation and Amortization	-43,413	-55,108	-60,276	21.46%	-15,627	-18,185	16.37%
Total operating expenses	**-583,056**	**-653,228**	**-706,059**	**17.31%**	**-174,449**	**-211,257**	**21.10%**
Total Net Operating Income	**399,512**	**424,889**	**538,979**	**14.10%**	**110,716**	**122,222**	**10.39%**
Income Tax	-68,689	-84,724	-167,554	53.62%	-27,217	-27,078	-0.51%
Consolidated Net Income for the Year	**330,823**	**340,165**	**371,425**	**4.07%**	**83,499**	**95,144**	**13.95%**