Corporate Presentation

Second Quarter 2018

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

Contents.

Main macroeconomic indicators

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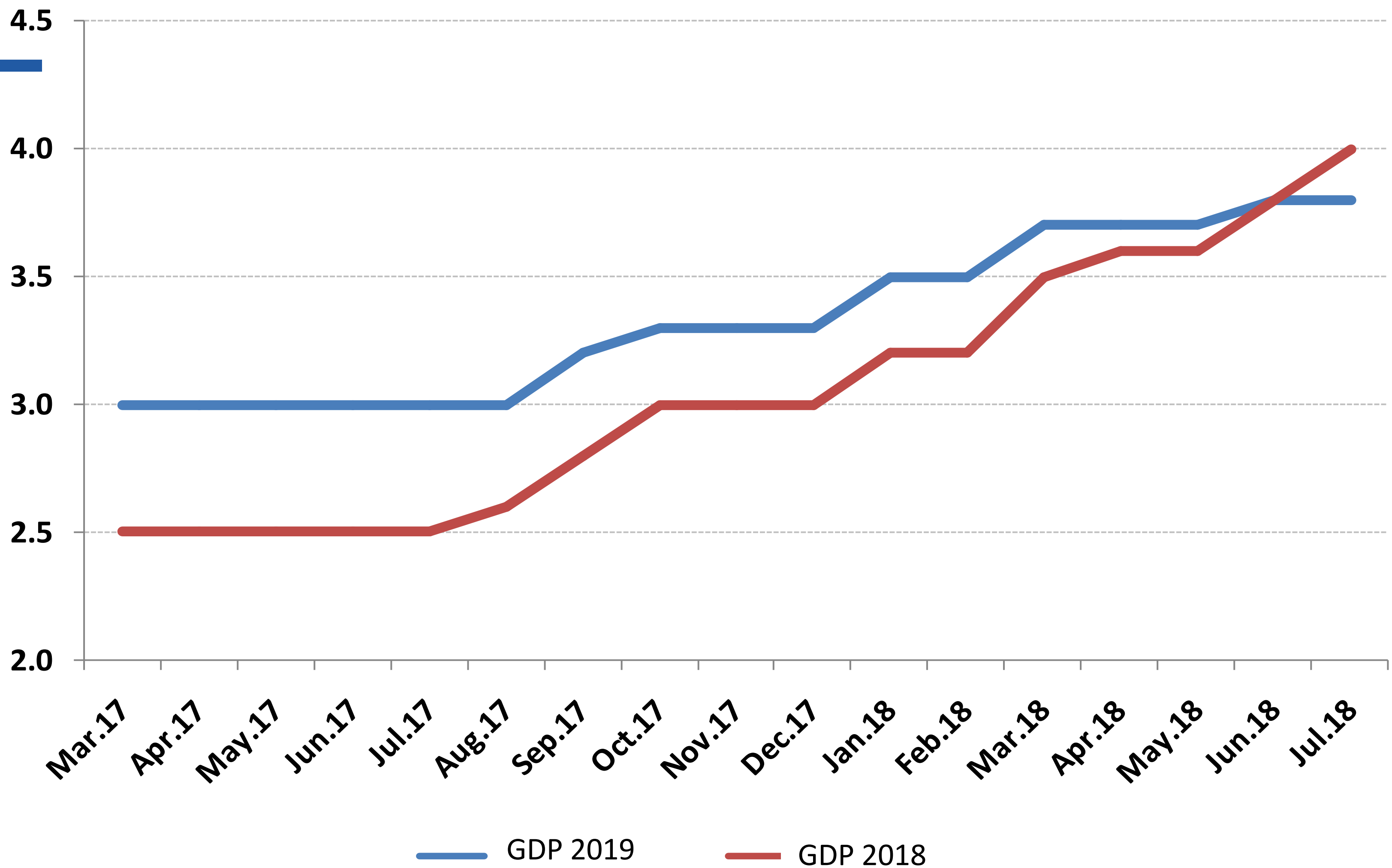
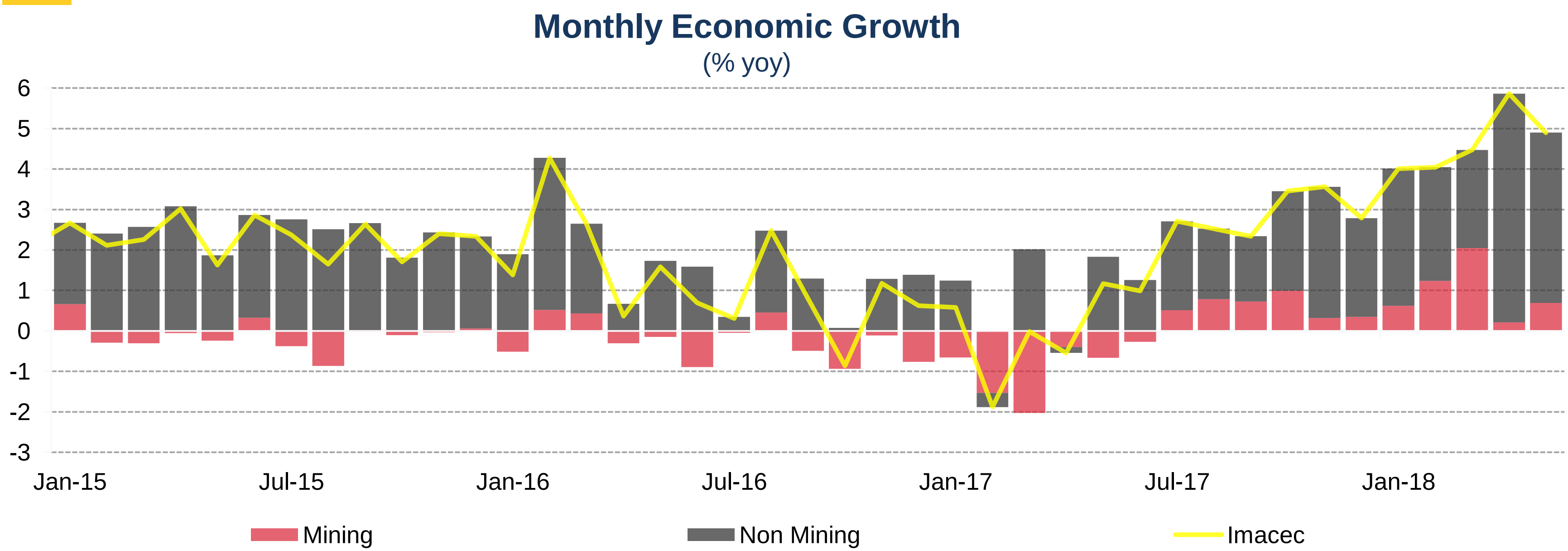
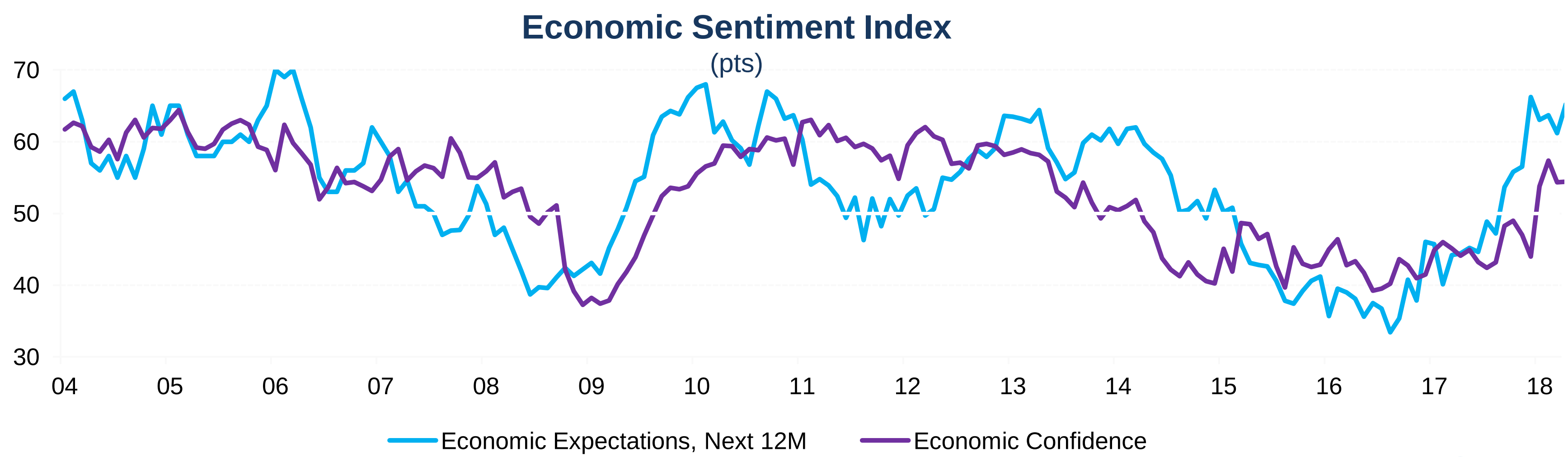
GDP Growth Projections (2018-2019)



Source: Chilean Central Bank, BCI Research.

Macroeconomic Indicators





Source: Chilean Central Bank, BCI Research.

Chilean financial system

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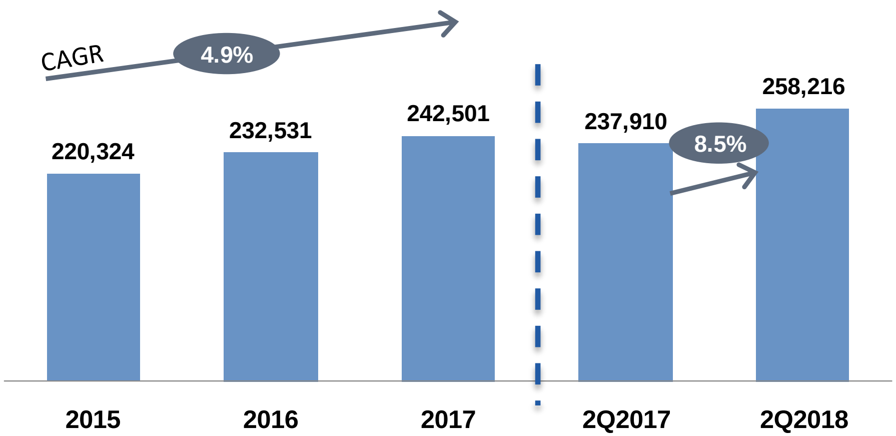
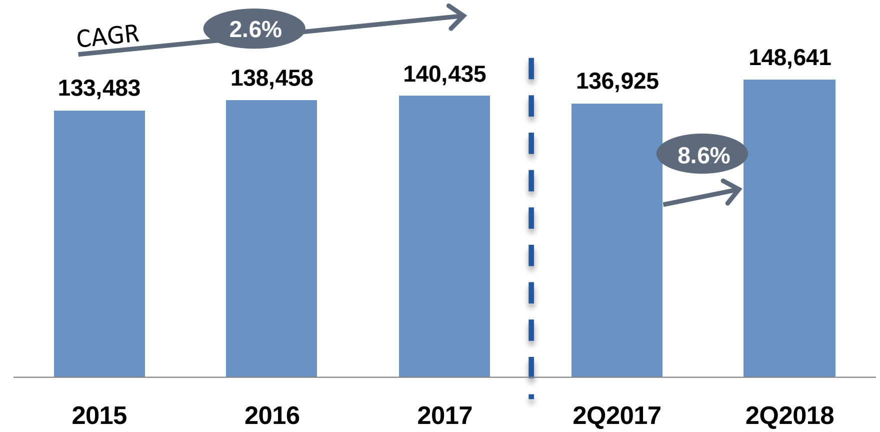
Financial System

Strong growth over the years (US$ Million)

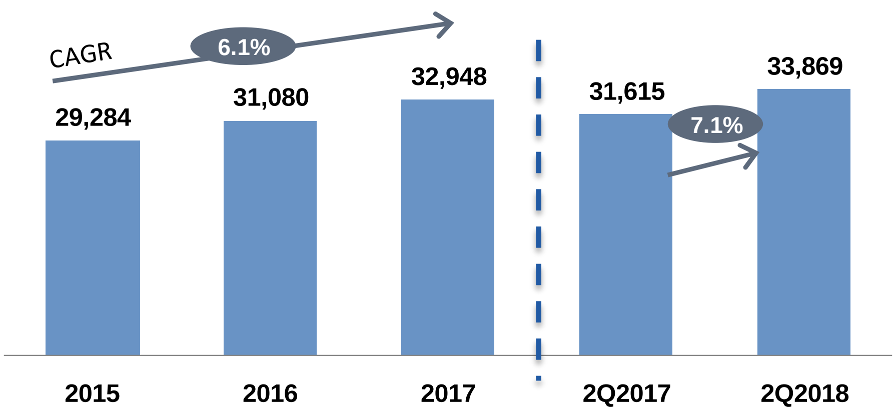
Total Loans (*)



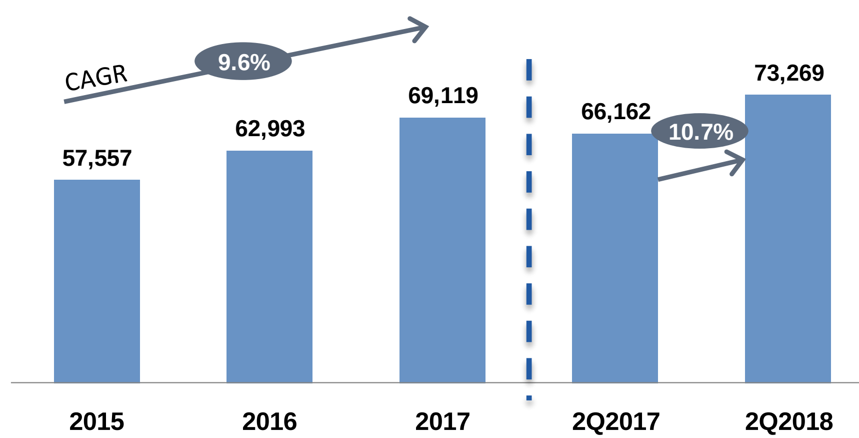
Commercial & Interbank Loans (*)



Consumer Loans (*)



Mortgage Loans (*)



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 of 651.21 (July 3rd 2018)

Banco de Crédito e Inversiones

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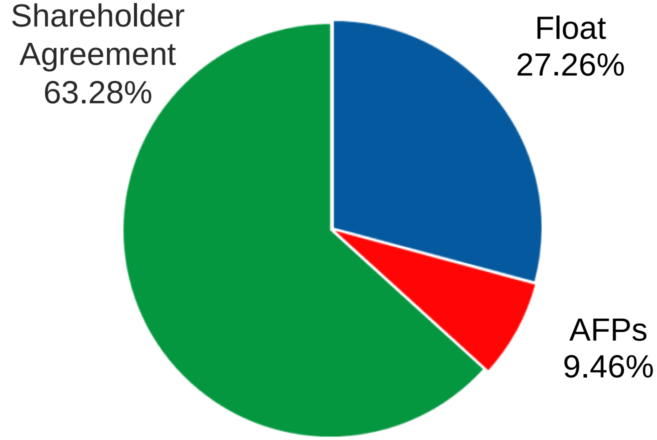
Shareholders and corporate governance

Shareholder structure as of Jun 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

	Jun'18 in US$ Million (*)		Market Share
Total Assets	**$ 60,465**		
Total Loans	**$ 44,291**		**17.15%**
Net Income	**$ 319**		**16.01%**
Market Capitalization	**$ 8,341**		
	Tier I		BIS ratio
Capital Ratios	**8.98%**		**11.78%**
	Moody's	S&P	Fitch
International Credit Ranking	**A1**	**A**	**A**
ROAE**	**12.68%**		
ROAA**	**1.01%**		

City National Bank **represents 23.0% of the consolidated loans**

(*) Figures are converted to US$ using an FX of USD/CLP of 651.21 (July 3rd 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**

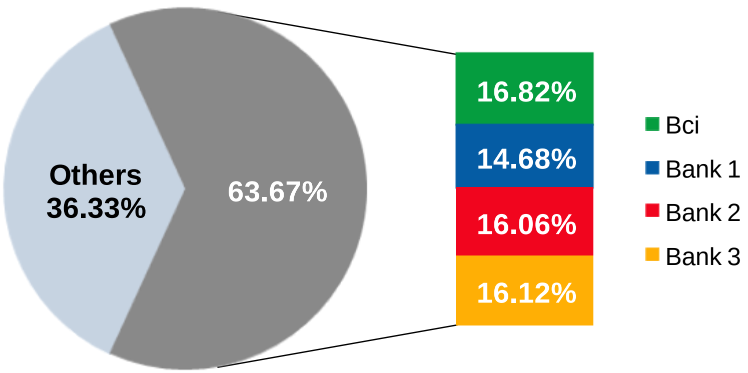
Strategy Execution

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

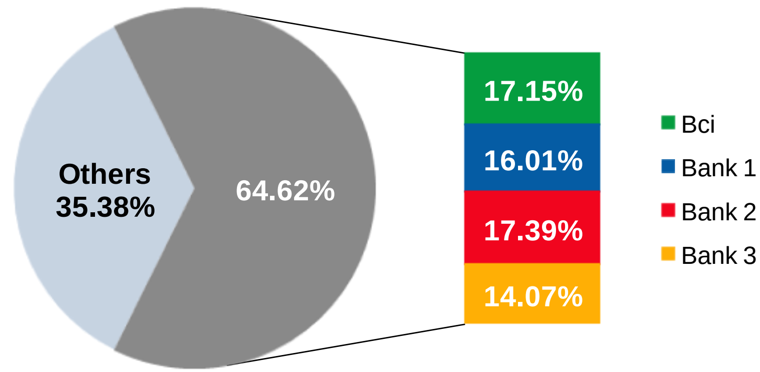
Market shares

3rd largest privately owned bank in Chile

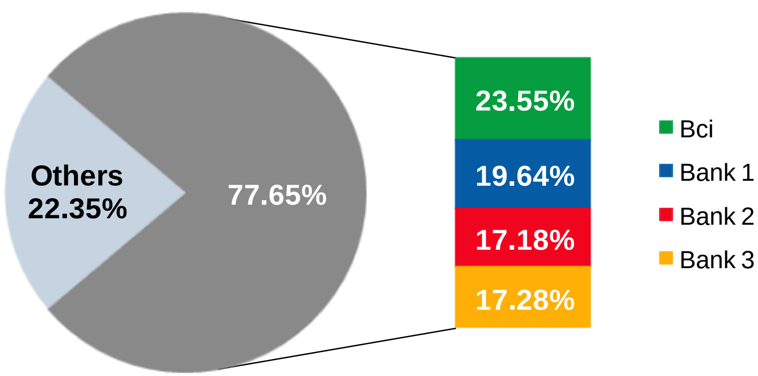
Total Assets



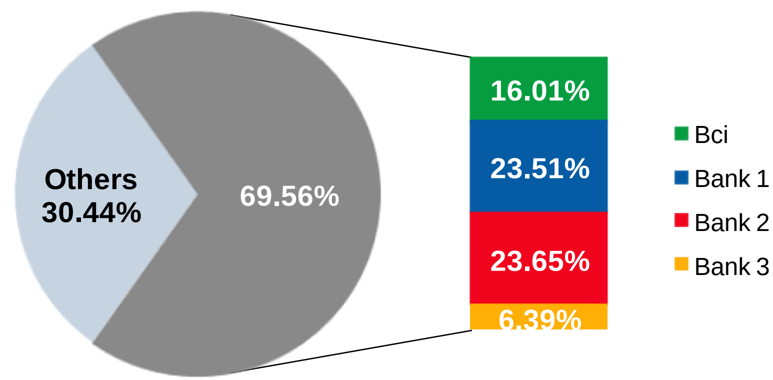
Total Loans



Non Interest Bearing Deposits (NIBD)



Net Income



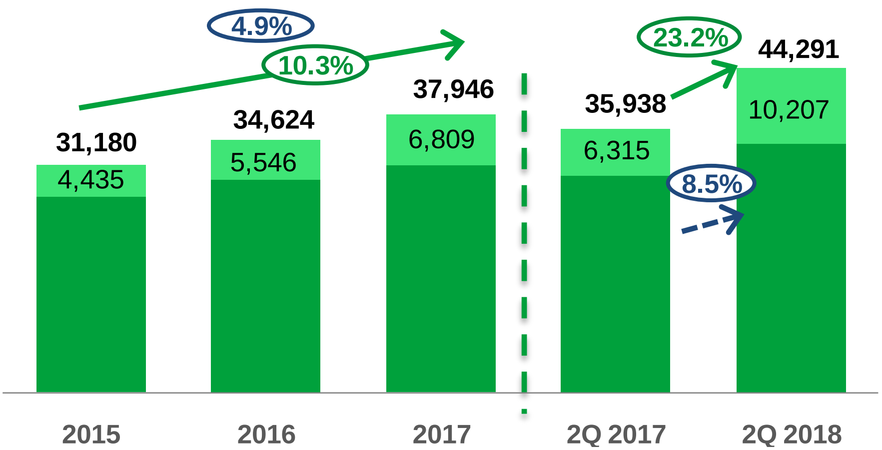
Source: SBIF , Jun 2018

Loan portfolio

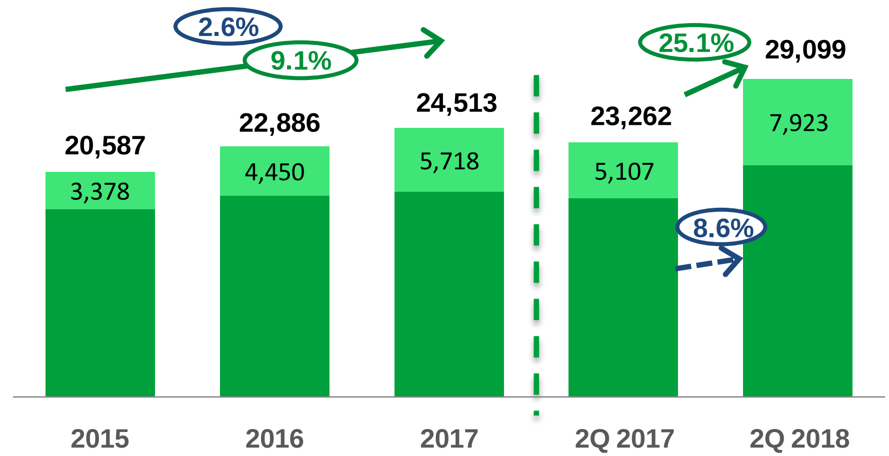
Bci has outperformed the financial system during 2015-2018 (US$ Million)

CNB BCI

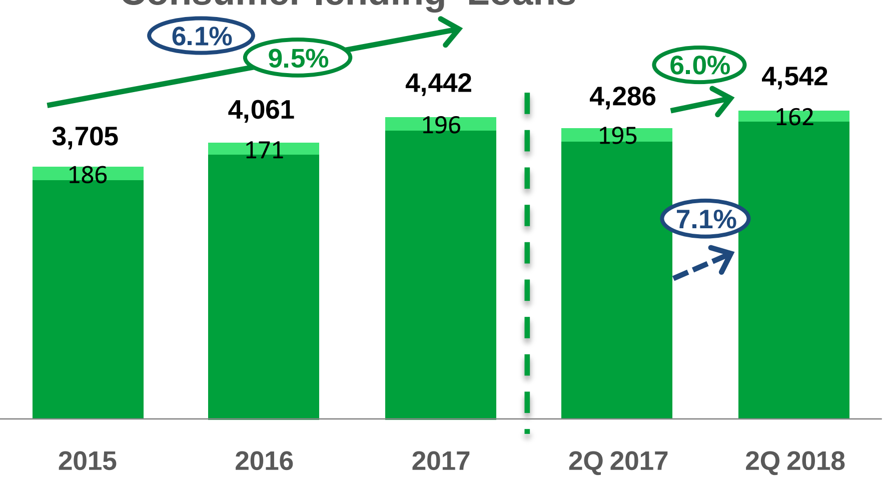
Total Loans



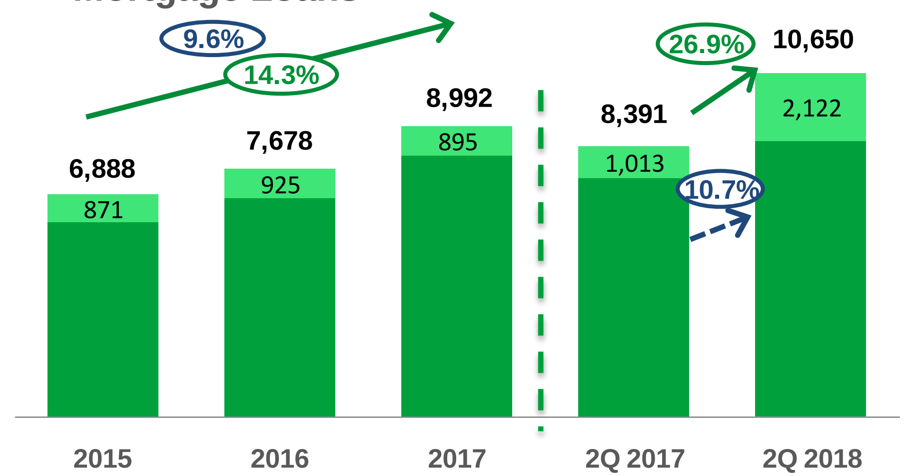
Commercial & Interbank Loans



Consumer lending Loans



Mortgage Loans

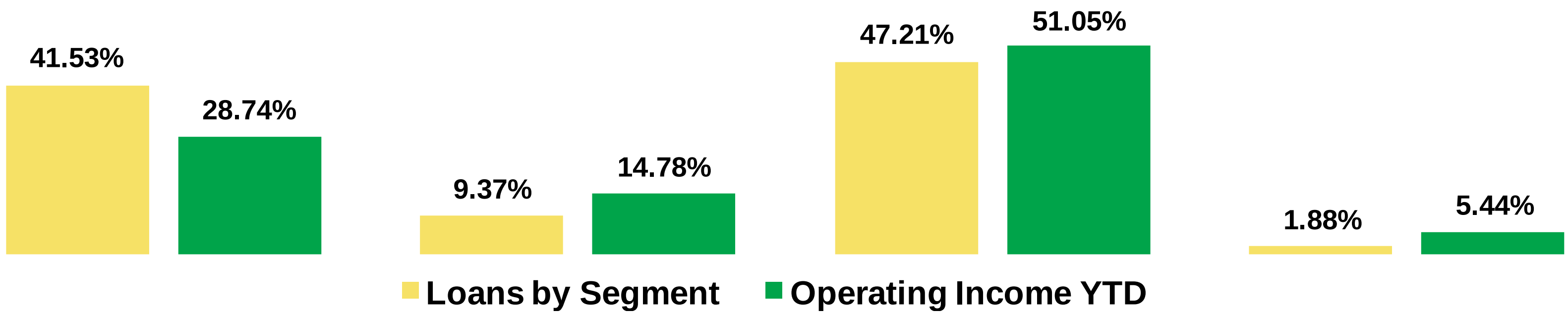


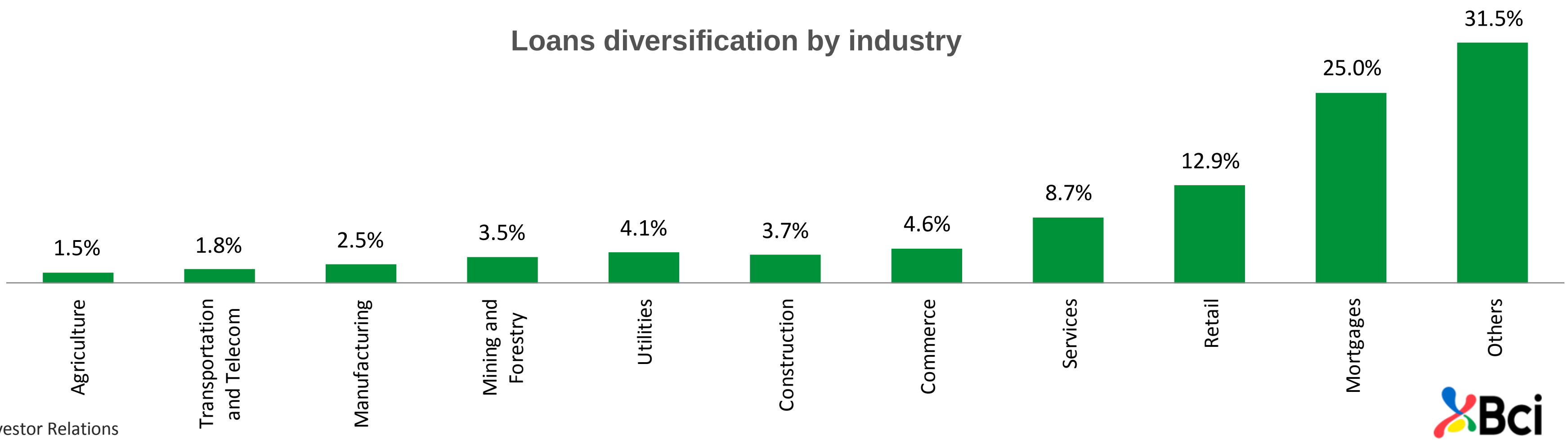
Source: Superintendencia de Bancos e Instituciones Financieras de Chile (SBIF).
Figures are converted to US$ using an FX of USD/CLP of 651.21 (July 3rd 2018)

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*)	

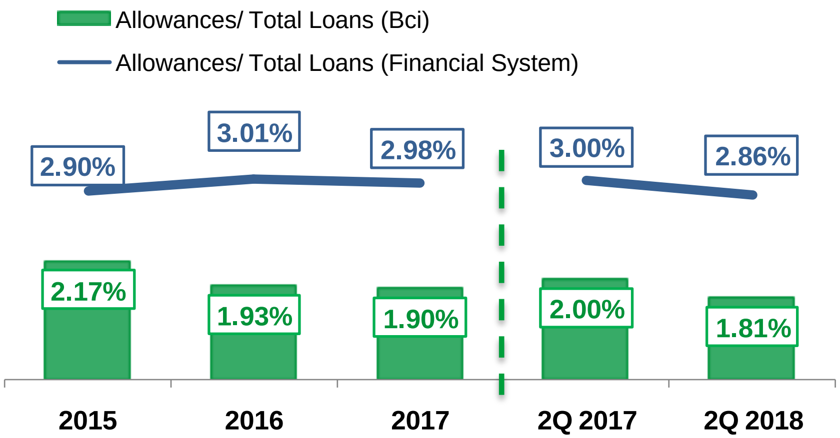




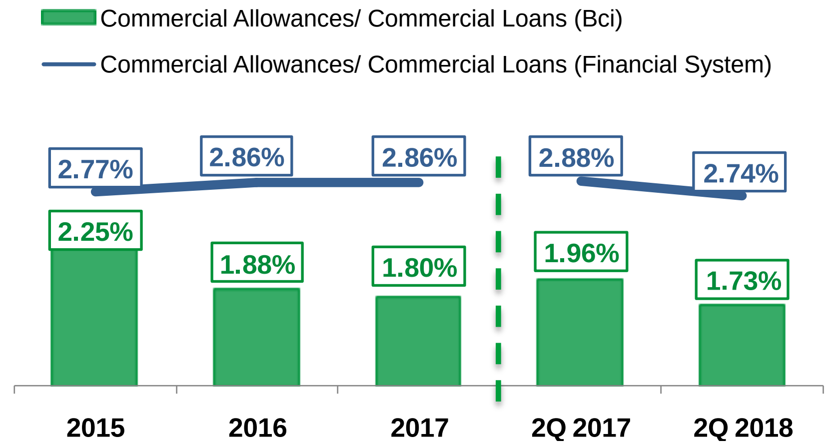
Risk indicators

Conservative risk management policies

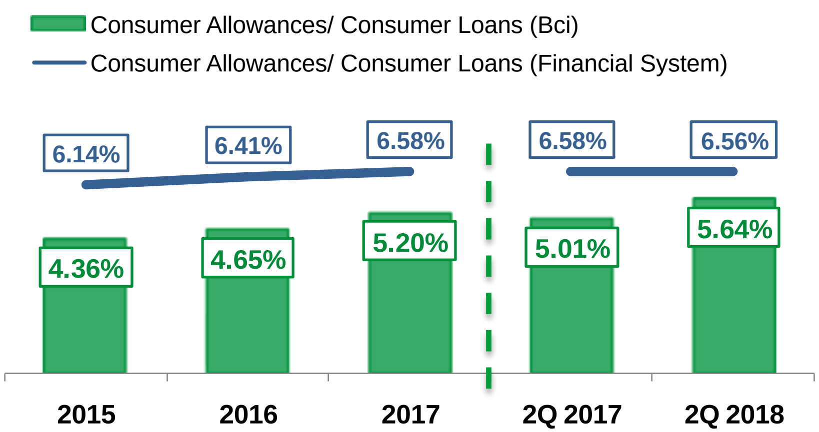
Risk Index Total Loans



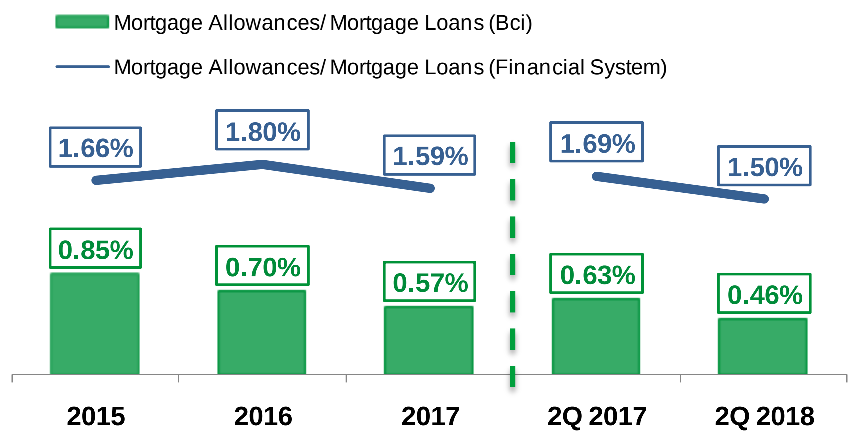
Risk Index Commercial Loans



Risk Index Consumer Loans



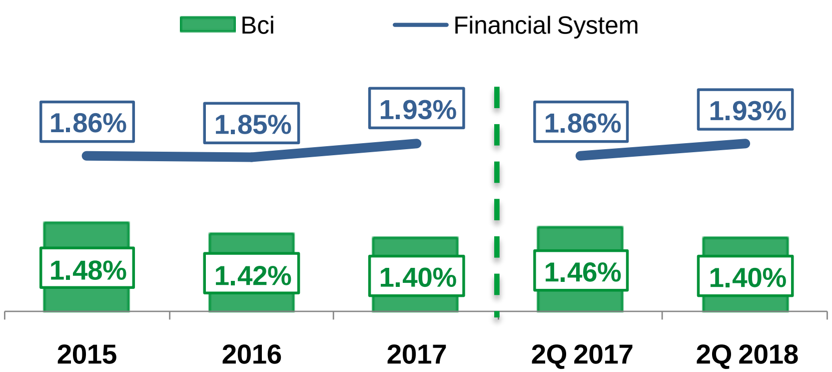
Risk Index Mortgage Loans



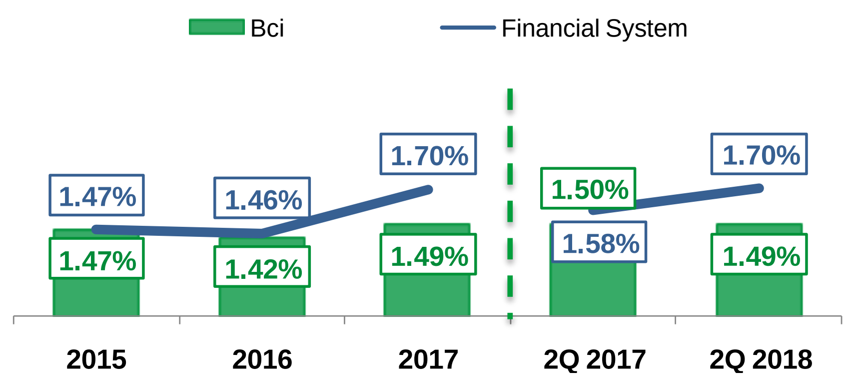
* Includes additional allowances. Total loans include interbank loans

Conservative risk management policies

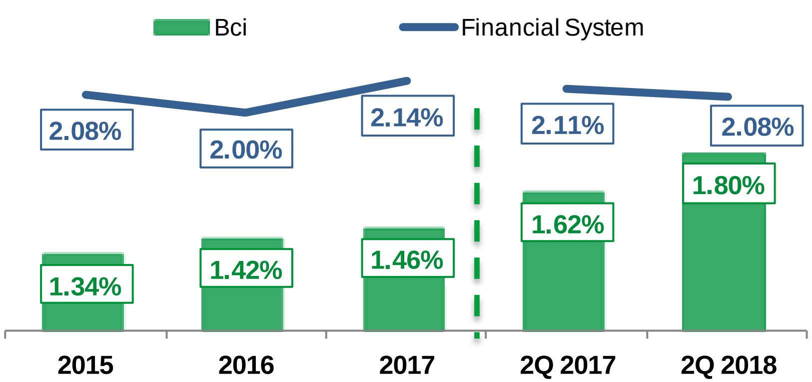
NPL Ratio (NPLs/Total Loans)



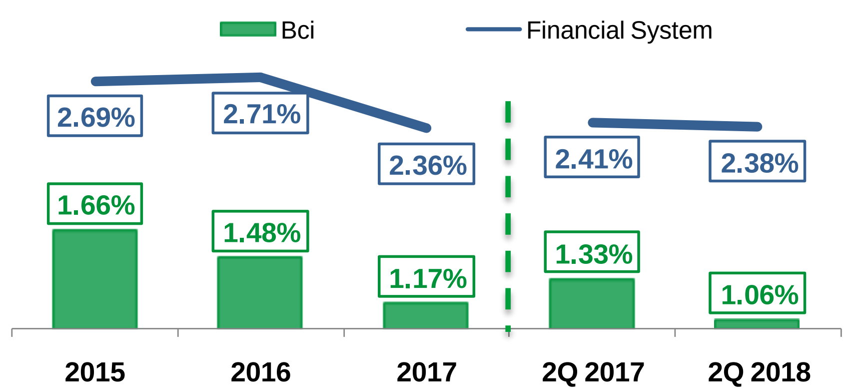
NPL Ratio (Commercial Loans)



NPL Ratio (Consumer Loans)



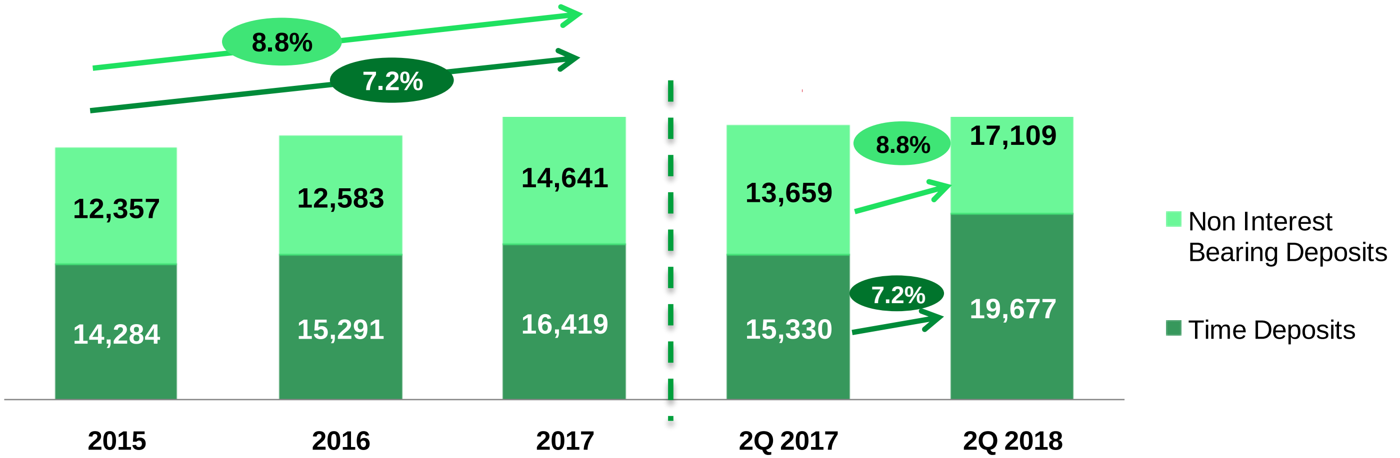
NPL Ratio (Mortgage Loans)



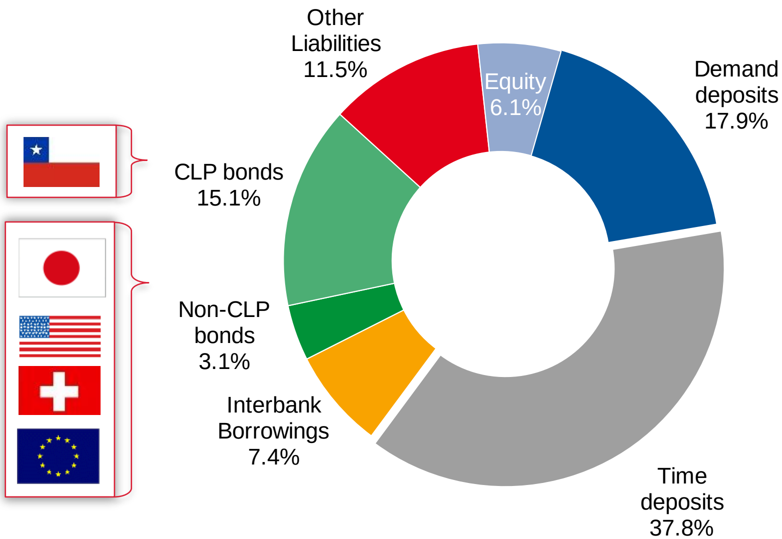
Bci

Strong time deposit growth with retail customer base

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



Breakdown by type



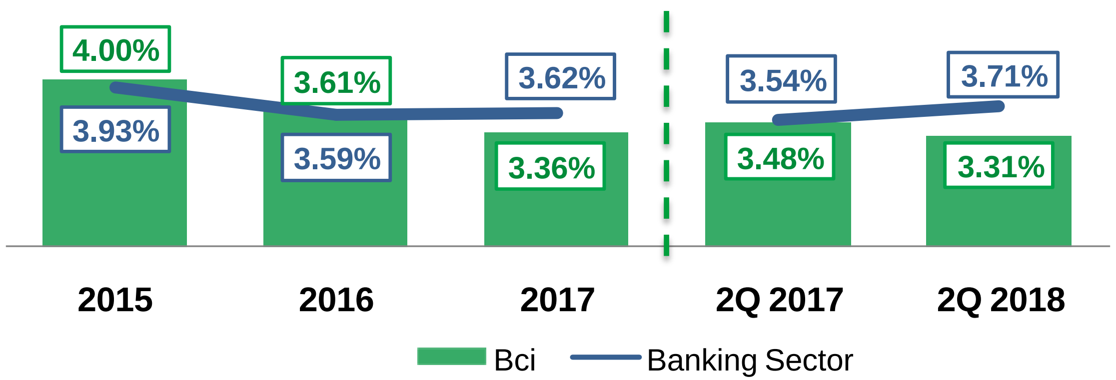
Funding

- 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.

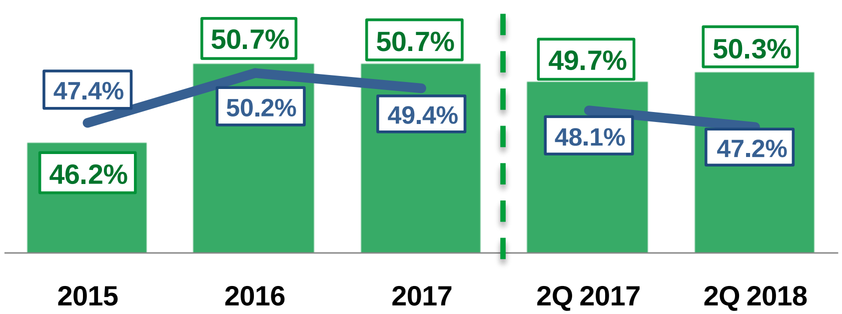
Figures in Local and International Funding are converted to US$ using an FX of USD/CLP of 651.21 (July 3rd 2018)

Profitability

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

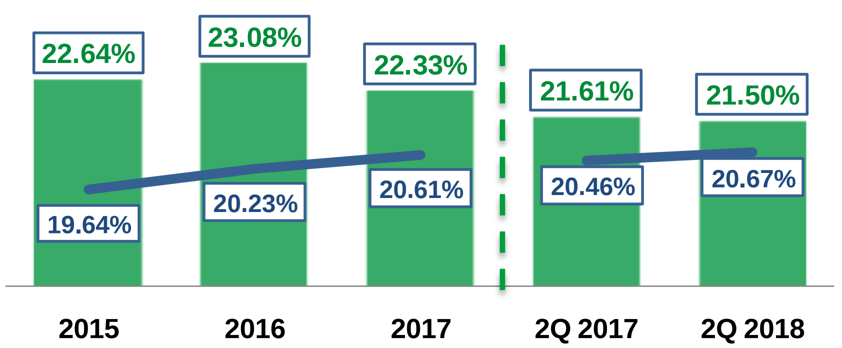


Efficiency ratio (**)



Fee income ratio

(Net Fees/ Net Fees + Net Interest Margin)

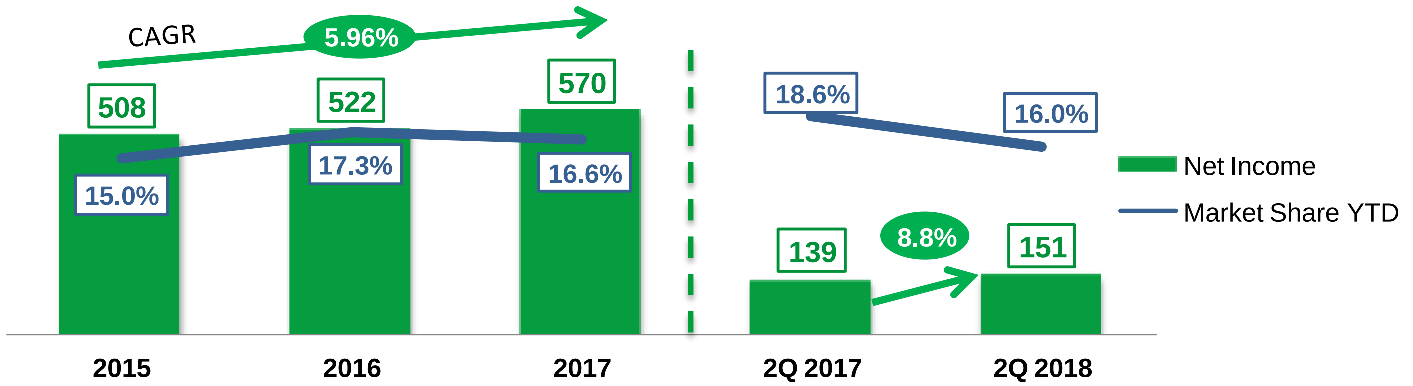


(*) This is the average of the last 13 months for interest earning assets. Interest earning assets include: total loans, trading portfolio financial assets, investments under agreements to resell, Financial investments available for sale, and held –to- maturity securities.
(**) Efficiency ratio as calculated 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.

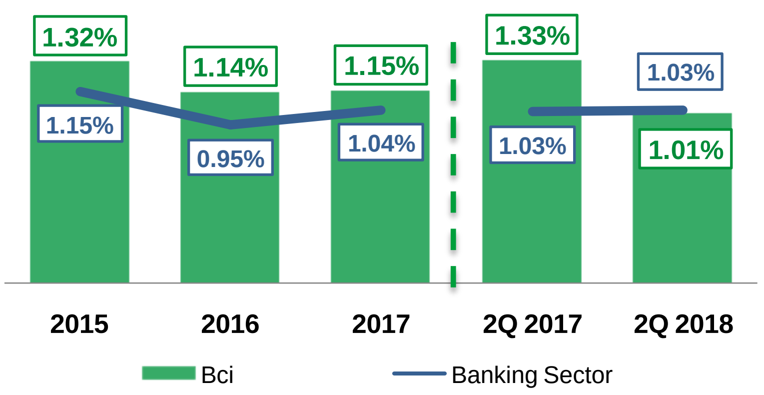
Profitability

Sustained and profitable growth

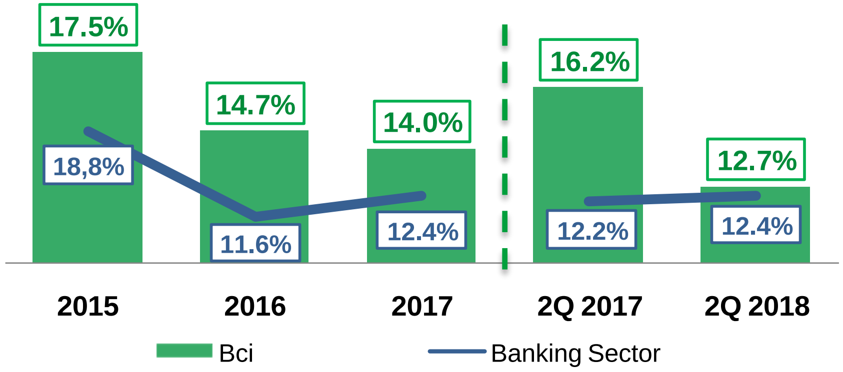
Net Income and Market Share
(US$ Million)



ROAA (*)



ROAE (*)



(*) SBIF: the accumulated result for a period of 12 mobile months on equity and average total assets closing balances for 13 months.
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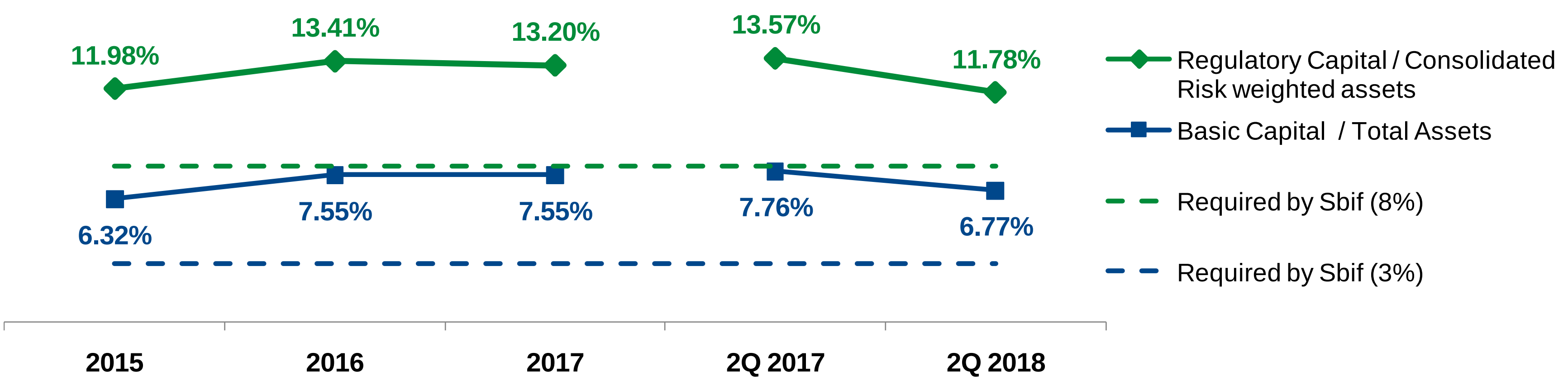
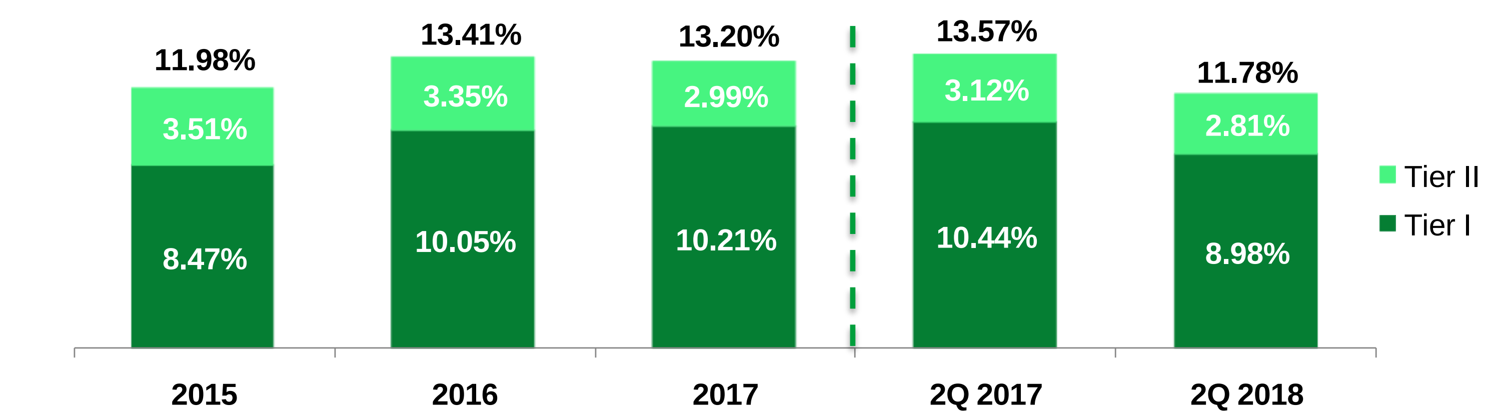
Capitalization

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 increased by $3.3 BN in the quarter & $5.2 BN YoY to $14.1 BN, $2.6 BN of which due to the TotalBank transaction
- Total Net Loans & Leases increased by $2.6 BN in the quarter & $3.9 BN YoY to $10.0 BN, $2.1 BN of which due to the TotalBank transaction
- Deposits increased by $2.7 BN in the quarter & $4.2 BN YoY to $10.9 BN, $2.0 BN of which due to the TotalBank transaction
- TotalBank investment portfolio of ≈$500MM sold at closing & will be reinvested in Q3

Income Statement 2Q - 2018

- Net Interest Income: 2Q - $80 MM (33% increase v. 2Q17)
- Net interest income realized from TotalBank only ≈$3.4MM given late close of June 15th
- Net Income after Taxes:2Q - $27 MM (39% increase v. 2Q17)
- YTD net income of $52MM increases to $59MM on a normalized basis after adjusting for transaction costs

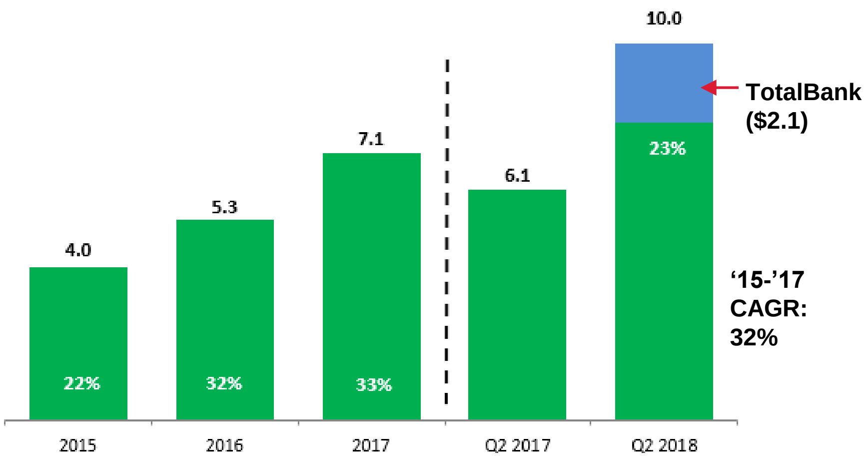
Key Metrics

- Tier 1 Capital of $1,397 BN; Total RBC Ratio 13.27%; Tier 1 Leverage Ratio 12.31%
- NPLs / Total Loans of 0.35% ; NPLs / Total Capital of 2.66%; ALLL & Loan Mark / NPLs of 179.72%
- Efficiency Ratio: 53.94% — Normalized Efficiency Ratio 48.85%
- ROAA: 0.94% — Normalized ROAA: 1.06%
- ROAE: 8.65% — Normalized ROAE: 9.77%

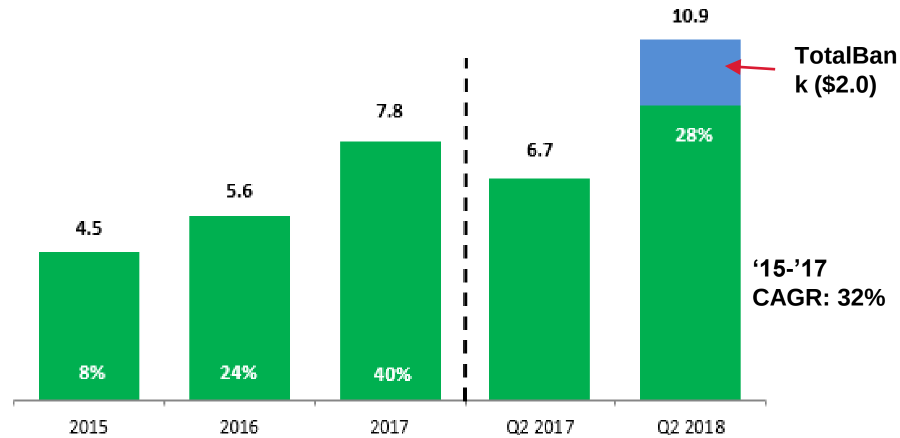
Source: City National Bank

Financial Highlights: Sustained and Stable Growth

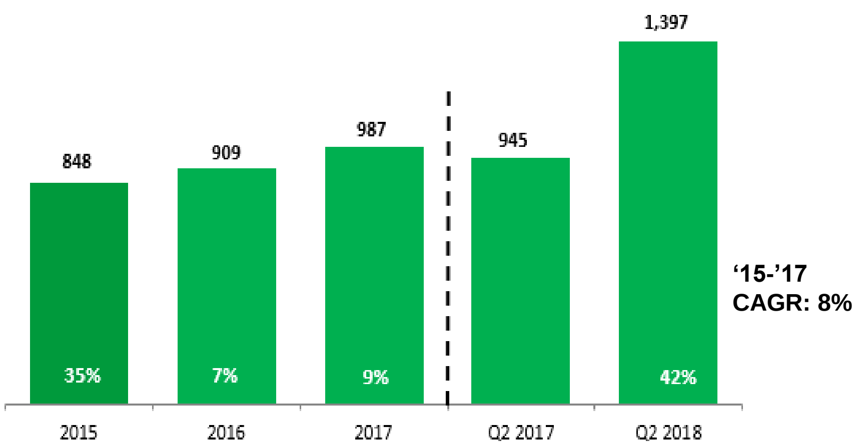
Net Loans (US$BN) *as of June 30, 2018*



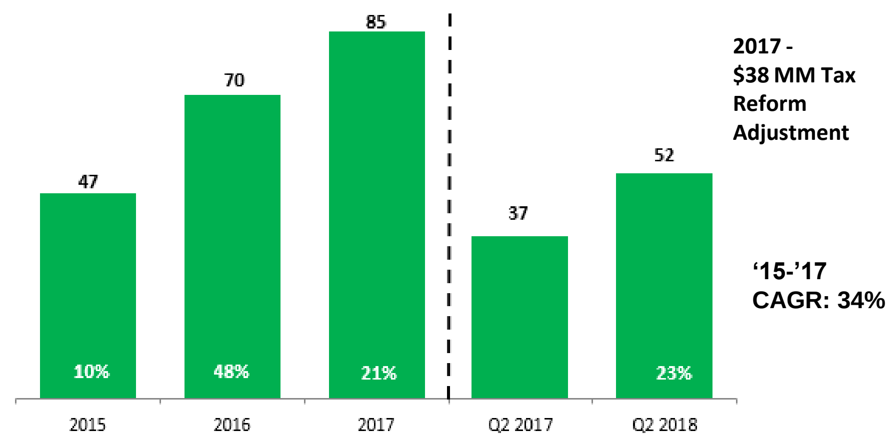
Deposits (US$BN) *as of June 30, 2018*



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



***Net Income (US$MM)** *as of June 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
Bci FINANCIAL GROUP

TotalBank Transaction: Closed & Integrated

Transaction Closed

- The TotalBank acquisition was closed on June 15th
- TotalBank loan & deposit activity has been business-as-usual pre & post close
- Balance sheet optimization plan is being executed

Successful Integration

- TotalBank's systems were successfully integrated into CNB's systems the weekend of July 6th
- Integration plan proved to be successful
- 3rd party integration team lead indicated this integration was the smoothest of career

Upcoming Milestones

- Employee base was right-sized at end of July (≈80 FTEs)
- 12 banking centers will be closed in ≈3 months (31 branches to remain)
- Execute outreach plan to touch the majority of loan and deposit customers

Source: City National Bank

TotalBank Transaction: Closed & Integrated

SPOT BALANCES ($MM)	Actual as of June 15				
	CNB	TB	Total	Trans. Adjust.	Adjust. Total
Net Loans & Leases	7,620	2,125	9,745	(2)	9,743
Investments	2,292	518	2,809	(1)	2,808
Cash	1,350	125	1,475	(529)	946
Intangible Assets	66	158	224	44	268
Total Assets	**11,992**	**2,996**	**14,988**	**(497)**	**14,491**
Demand Deposits	2,568	723	3,290		3,290
Int. Bearing Deposits	6,281	1,300	7,581	3	7,584
Total Deposits	8,849	2,023	10,871	3	10,874
Borrowings	1,140	430	1,570		1,570
Total Liabilities	10,335	2,492	12,827	8	12,835
Total Capital	1,656	505	2,161	(505)	1,656
Total Capital & Liabilities	**11,992**	**2,996**	**14,988**	**(497)**	**14,491**

- Intangible assets increased by $202MM following the TotalBank acquistion
- TotalBank investment portfolio substantially sold and unwound upon acquisition as part of balance sheet optimization plan
- $570MM capital contribution from Bci immediately preceded transaction to facilitate $529MM TotalBank acquisition and support growth in short & medium terms

Source: City National Bank

Key Metrics

In US$mm	2013	2014	2015	2016	2017	Q2 2018
Net Loans & Leases	2,750	3,311	4,041	5,324	7,062	9,975
Total Assets	4,822	5,353	6,478	8,252	10,170	14,100
Deposits	3,680	4,159	4,483	5,580	7,822	10,912
DDA (non interest)	1,600	1,831	1,942	2,103	2,515	3,401
Tangible Equity	695	761	845	922	982	1,386
Net Income[1]	38	43	47	70	85	52
Core earnings[2]	75	84	85	123	146	80

	2013	2014	2015	2016	2017	Q2 2018
Loans & Leases/ Assets	57.00%	61.90%	62.40%	64.50%	69.44%	70.74%
Loans / Deposits	74.70%	79.60%	90.10%	95.00%	90.28%	91.42%
DDA / Deposits	43.50%	44.00%	43.30%	37.70%	32.16%	31.17%
ROAA	0.79%	0.85%	0.80%	0.96%	1.01%	0.94%
ROAE	3.90%	4.40%	4.80%	7.16%	8.64%	8.65%
ROATCE	5.90%	5.90%	5.90%	7.81%	9.29%	10.11%
Fee income / Assets	0.29%	0.26%	0.26%	0.32%	0.43%	0.37%
NIM	3.20%	3.40%	3.20%	3.19%	3.36%	2.96%
Efficiency	59.90%	55.20%	54.00%	48.72%	47.28%	53.94%
NPLs	0.57%	0.37%	0.36%	0.40%	0.30%	0.35%
ALLL + Loan Mark / NPLs	351%	383%	283%	196%	193%	179.72%
Total RBC	17.90%	17.10%	18.40%	15.16%	12.48%	13.27%
Tier 1 Leverage Ratio	12.08%	12.59%	13.70%	11.63%	10.10%	12.31%

This presentation contains forward-looking statements in various places throughout therein, related to, without limitation, our future business development. Forward-looking information is often, but not always, identified by the use of words such as “anticipate”, “believe”, “expect”, “plan”, “intend”, “forecast”, “project”, “may”, “will”, “should”, “could”, “estimate”, “predict” or similar words suggesting future outcomes or language suggesting an outlook. While these forward looking statements represent our judgment and future expectations concerning the development of our business, a number of risks, uncertainties and other important factors could cause actual developments and results to differ materially from our plans, objectives, expectations, anticipations, estimates and intentions expressed in such forward-looking statements. The risk factors and other key factors that we have indicated in our past and future filings and reports, including those with local or foreign authorities, could adversely affect our business and financial performance.

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Thank you.

Balance sheet

US$ million (*)	2015	2016	2017	CAGR 2015-2017	2Q 2017	2Q 2018	%Δ
Cash	1,954	2,423	2,297	8.41%	1,891	3,621	91.45%
Securities	5,692	5,825	7,264	12.97%	6,320	7,365	16.54%
Loans	30,620	34,056	37,330	10.41%	35,329	43,605	23.42%
Other Financial Instruments	405	468	341	-8.22%	450	121	-73.10%
Fixed Assets	434	429	415	-2.19%	417	432	3.64%
Other Assets	5,079	4,304	4,385	-7.08%	4,988	5,321	6.70%
Total Assets	**44,184**	**47,504**	**52,031**	**8.52%**	**49,395**	**60,465**	**22.41%**
Deposits on Demand	12,357	12,583	14,641	8.85%	13,659	17,109	25.26%
Time Deposits	14,284	15,291	16,419	7.21%	15,330	19,677	28.36%
Interbank Borrowings	2,749	2,532	2,694	-1.00%	2,450	3,431	40.03%
Bonds Payable	5,870	6,754	7,709	14.60%	7,519	8,931	18.77%
Other Liabilities	5,851	6,476	6,379	4.41%	6,354	6,923	8.96%
Equity	**3,072**	**3,868**	**4,190**	**16.78%**	4,082	4,394	7.63%
Total Liabilities	**44,184**	**47,504**	**52,031**	**8.52%**	**49,395**	**60,465**	**22.41%**

(*) Figures are converted to US$ using an FX of USD/CLP of 651.21 (July 3rd 2018)

Balance sheet

CLP$ million (*)	2015	2016	2017	CAGR 2015-2017	2Q 2017	2Q 2018	%∆
Cash	1,272,552	1,577,565	1,495,732	8.41%	1,231,654	2,357,958	91.45%
Securities	3,706,721	3,793,351	4,730,198	12.97%	4,115,429	4,796,095	16.54%
Loans	19,939,945	22,177,574	24,309,484	10.41%	23,006,730	28,395,738	23.42%
Other Financial Instruments	263,561	304,533	222,030	-8.22%	292,761	78,755	-73.10%
Fixed Assets	282,556	279,496	270,291	-2.19%	271,740	281,621	3.64%
Other Assets	3,307,431	2,802,713	2,855,661	-7.08%	3,247,936	3,465,411	6.70%
Total Assets	**28,772,766**	**30,935,232**	**33,883,396**	**8.52%**	**32,166,250**	**39,375,578**	**22.41%**
Deposits on Demand	8,047,288	8,194,263	9,534,124	8.85%	8,894,696	11,141,298	25.26%
Time Deposits	9,301,896	9,957,688	10,692,346	7.21%	9,982,914	12,814,052	28.36%
Interbank Borrowings	1,790,090	1,648,764	1,754,356	-1.00%	1,595,771	2,234,627	40.03%
Bonds Payable	3,822,650	4,398,430	5,020,307	14.60%	4,896,767	5,815,890	18.77%
Other Liabilities	3,810,317	4,217,410	4,153,977	4.41%	4,137,751	4,508,432	8.96%
Equity	**2,000,525**	2,518,677	2,728,286	16.78%	2,658,351	2,861,279	7.63%
Total Liabilities	**28,772,766**	**30,935,232**	**33,883,396**	**8.52%**	**32,166,250**	**39,375,578**	**22.41%**

Financial results

US$ million (*)	2015	2016	2017	CAGR 2015-2017	2Q 2017	2Q 2018	%Δ
Net Interest Income	1,229	1,390	1,436	10.33%	374	414	10.90%
Net Service Fee Income	360	417	413	12.53%	101	108	6.53%
Operating Income	**1,589**	**1,807**	**1,848**	**10.81%**	**475**	**522**	**9.97%**
Other Operating Income	210	167	272	11.62%	51	48	-4.9%
Provision for loan losses	-291	-282	-327	4.35%	-72	-96	33.20%
Operating Income, net of loan losses, interest and fees	**1,509**	**1,692**	**1,794**	**12.25%**	**453**	**474**	**4.59%**
Personal salaries and expenses	-468	-572	-613	20.08%	-147	-152	3.32%
Administrative Expenses	-291	-346	-379	22.79%	-90	-114	26.49%
Depreciation and Amortization	-67	-85	-93	21.46%	-22	-24	6.05%
Total operating expenses	**-895**	**-1,003**	**-1,084**	**17.31%**	**-259**	**-290**	**11.61%**
Total Net Operating Income	**613**	**652**	**828**	**14.10%**	**180**	**216**	**20.09%**
Income Tax	-105	-130	-257	53.62%	-41	-65	58.33%
Consolidated Net Income for the Year	**508**	**522**	**570**	**4.07%**	**139**	**151**	**8.75%**

(*) Figures are converted to US$ using an FX of USD/CLP of 651.21 (July 3rd 2018)

Financial results

CLP$ million (*)	2015	2016	2017	CAGR 2015-2017	2Q 2017	2Q 2018	%Δ
Net Interest Income	800,505	905,053	934,828	10.33%	243,254	269,763	10.90%
Net Service Fee Income	234,270	271,629	268,706	12.53%	*65,780*	70,076	6.53%
Operating Income	**1,034,775**	**1,176,682**	**1,203,534**	**10.81%**	**309,034**	**339,839**	**9.97%**
Other Operating Income	137,000	108,640	177,168	11.62%	32,962	31,333	-4.9%
Provision for loan losses	-189,207	-183,412	-212,653	4.35%	-47,095	-62,730	33.20%
Operating Income, net of loan losses, interest and fees	**982,568**	**1,101,910**	**1,168,049**	**12.25%**	**294,901**	**308,442**	**4.59%**
Personal salaries and expenses	-304,611	-372,631	-398,903	20.08%	-95,542	-98,712	3.32%
Administrative Expenses	-189,442	-225,489	-246,880	22.79%	-58,754	-74,317	26.49%
Depreciation and Amortization	-43,413	-55,108	-60,276	21.46%	-14,641	-15,527	6.05%
Total operating expenses	**-583,056**	**-653,228**	**-706,059**	**17.31%**	**-168,937**	**-188,556**	**11.61%**
Total Net Operating Income	**399,512**	**424,889**	**538,979**	**14.10%**	**117,257**	**140,813**	**20.09%**
Income Tax	-68,689	-84,724	-167,554	53.62%	-26,814	-42,454	58.33%
Consolidated Net Income for the Year	**330,823**	**340,165**	**371,425**	**4.07%**	**90,443**	**98,359**	**8.75%**