# 2Q 2025 BC Corporate Presentation



# Bci at a glance



## Leading financial institution in Chile by Assets and Loans

#### Profitable and financially sound

as of June 2025

US\$ 88.1bn (+0.7% YoY)Total Assets

US\$ 59.9bn (+6.3% YoY)Total Loans

US\$570.7mm Net Income YTD (ROAE 13.3%)

US\$9.2 bn Market Cap1

~6MM Total Customers

Credit rating profile:

**A2** Moody's

**S&P Global** FitchRatings

#### Diversified business model

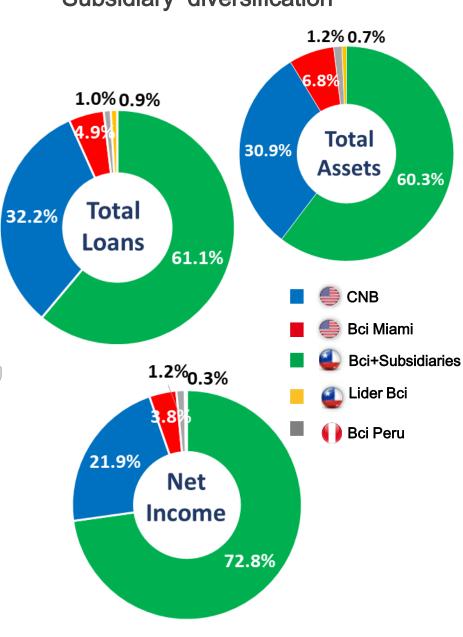
3rd Largest Florida-based bank

Largest bank in Chile (total loans)





#### Subsidiary diversification



Note: Figures are converted to US\$ using an FX of USD/CLP of 933.42 (July 1st 2025)

<sup>&</sup>lt;sup>1</sup>Bloomberg as of June 2025, consolidated figures (include City National Bank of Florida and Bci Peru)

## **Executive Summary**

Consolidated Operations

We achieved sound Net income in our first half of the year, increasing 26.6% YoY

## Financial Results

- Record Net Income: US\$571
  millions for the 1H (+26.6% YoY).
- Consistent NIM: Consolidated NIM stood at 3.64%, +18 bps YoY driven by pricing strategies and effective treasury management. CNB NIM stood at 2.57%, the highest level in two years.
- Fee Growth: +22.8% YoY, fueled by funds management, corporate finance advisory, and higher card transactionality.
- Lower Provision Expenses: -14.7%
   YoY, a result of active risk management.

## **Balance Sheet Composition**

- Loans: +6.27% YoY. Driven by the outstanding performance of our commercial portfolio, which expanded by 6.45% while gaining 6bps of market share YoY.
- Capital Ratios: CET1 ratio of 11.10% and a total Capital Adequacy Ratio of 15.42%, both comfortably above regulatory requirements.
- Liquidity: Liquidity levels remain strong, with an LCR of 170.12% and an NSFR of 104.55%.
- CNB Deposits: contributes over 40% of the consolidated deposit base and grew its own deposits at 5.2% YTD, nearly double the U.S. industry average.

#### Key Initiatives

- Wholesale & Investment Banking, top Bank for commercial clients:
  - be Bci Finanzas Corporativas accounted for 12% of our total net fee income, by structuring financing for major projects in the Infrastructure, Concessions and Mining.
  - Launching of 360 Connect –Chile's first multi-bank platform for businesses– cements our position.
- EcoRetail advancements:
  - Lider Bci renewed the commercial agreement with Walmart resulting in the most competitive value proposition, offering 6% savings in loyalty points every day.
  - MACHBANK achieved a NPS of 78%, and advances on its credit card strategy.

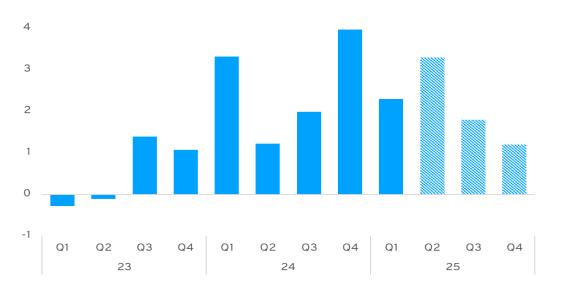


# Chilean financial system

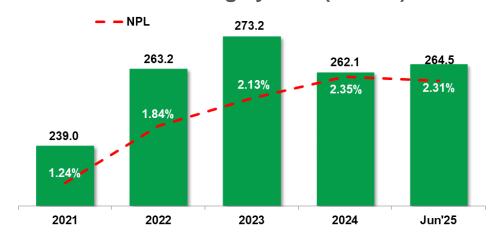


## Bci is part of a robust and highly regulated financial system

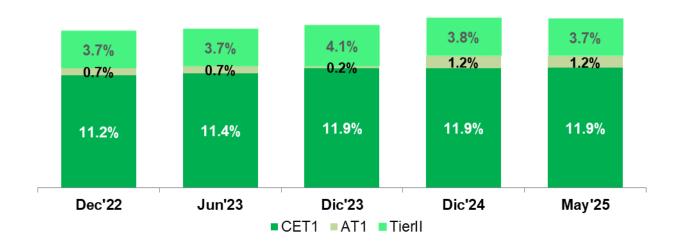
#### 5 Chile: Quarterly % GDP growth and forecast (YoY)<sup>1</sup>



#### Total loans in the banking system (US\$Bn)<sup>3</sup>



#### Banking system capitalization ratio (Basel III)<sup>2</sup>



#### Chilean banking regulation – upgrading to Basel III

- ∠ CET1 capital declined by 2 basis points year-over-year (YoY), reaching 11.10% at June 2025, impacted by greater regulatory deductions on the capital base. However, effective equity increased by 13,1% YoY, driven by the issuance of Additional Tier 1 (AT1) instruments totaling USD 1 billion in February and September 2024.
- Additionally, regulatory capital ratios were strengthened, mainly driven by an increase in net income by 31.46% and a 43.42% improvement in losses associated with the available-forsale portfolio. The overall capital adequacy ratio (CAR) rose 32 basis points YoY to 15.41%, significantly exceeding regulatory requirements and reinforcing Bci's sound solvency position. The capital rose from the normalization of U.S. interest rates also contributed positively to capital accounts.



<sup>(1)</sup> Source: Bci Research - Financial Market Commission (CMF).

<sup>(2)</sup> Source: CMF. Tier I and Tier II calculated as core capital and supplementary capital as % of total risk weighted assets respectively.

<sup>(3)</sup> Source: Figures exclude CNB (City National Bank) and Itau Corpbanca operations in Colombia, and are converted to US\$ using an FX of USD/CLP of 944.34 (July 1st 2024).

# Bci Consolidated



# An 87-year trajectory, supported by strong corporate governance and the same purpose to: "dare to make a difference"

#### Three strategic pillars:

Leverage digital customer experience to achieve competitive advantage

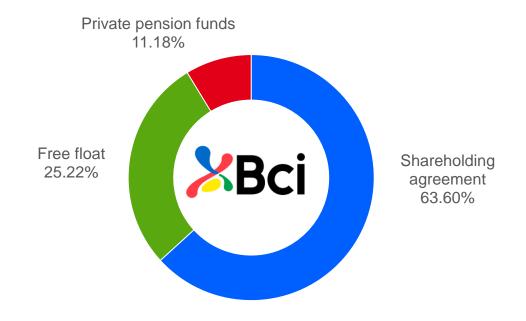
 Best-in-class customer experience through digital transformation Drive sustainable growth, while maintaining prudent risk

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

People-centered culture focused on our clients and supported by Bci values

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

Long-term support from its founding and controlling Board of Directors areas of expertise vary across academics, shareholders economics, politics, banking, technology and more



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President

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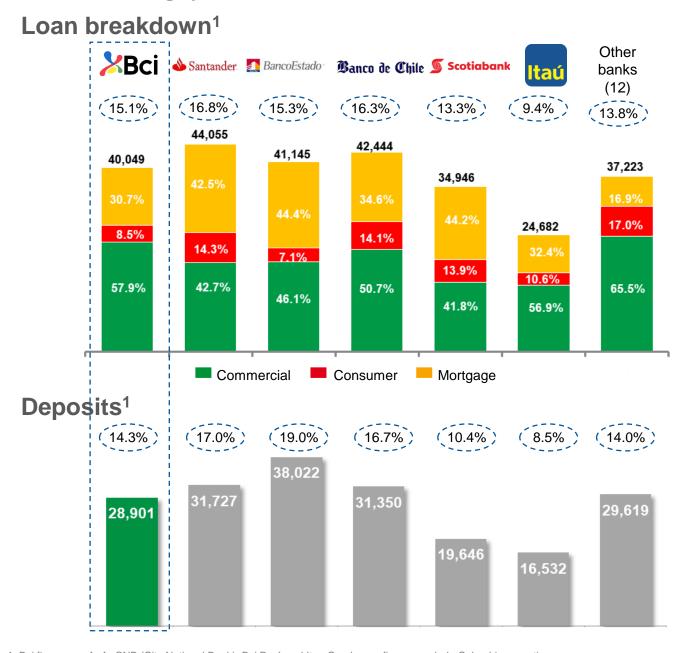
Jorge Becerra U.

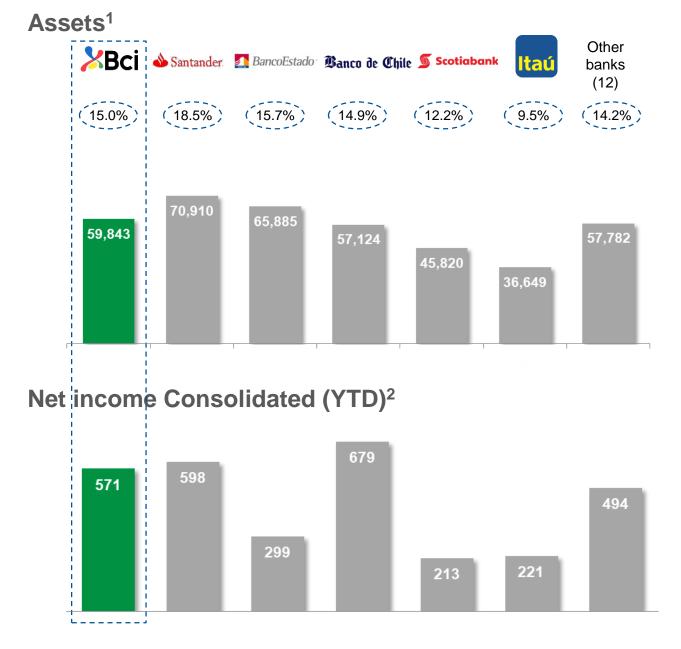
Director



## Bci maintains a relevant position in the market

Chilean banking system benchmark In US\$mm, as of June 2025





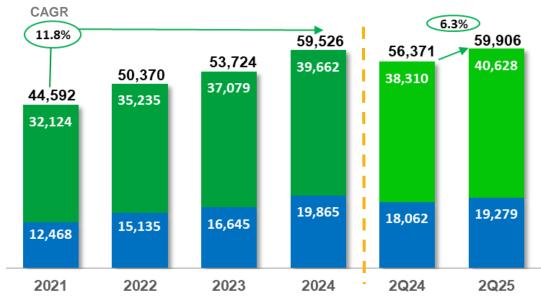






## Loan growth evolution

#### **Total loans (US\$mm)**

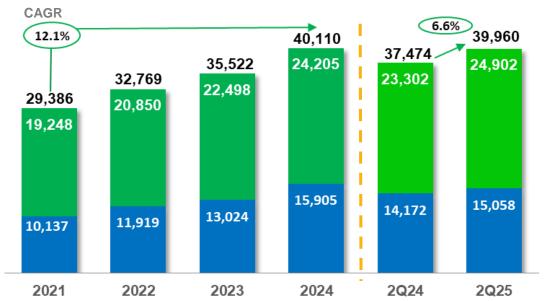




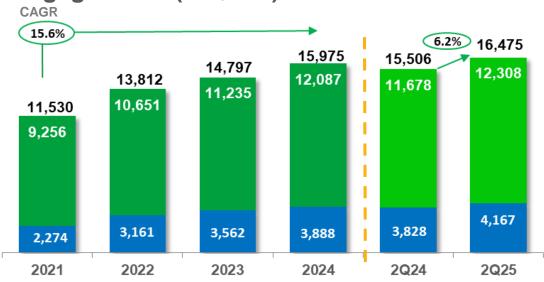
#### **Consumer lending loans (US\$mm)**



#### Commercial & Interbank loans (US\$mm)



#### Mortgage loans (US\$mm)







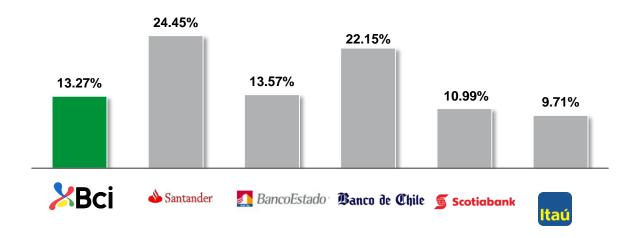


## Successful organic growth in Chile...



#### Return on average Equity (ROAE) 1

as of June 2025

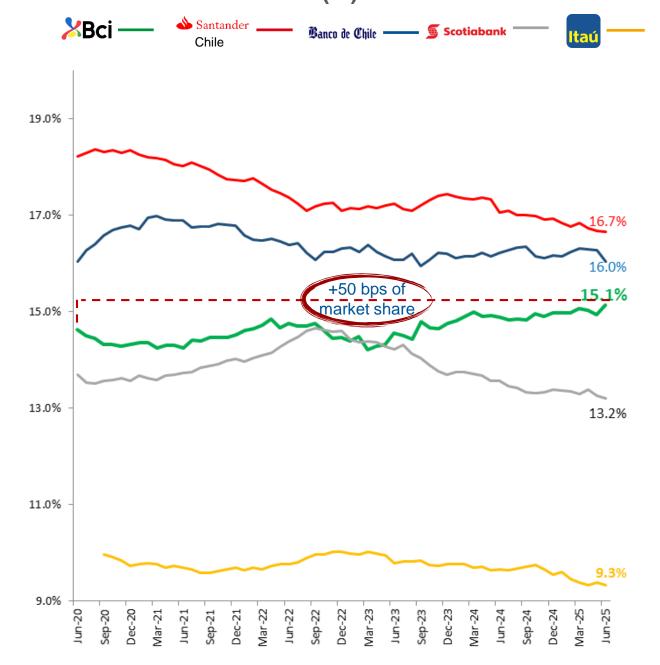


#### Return on average assets (ROAA)<sup>1</sup>



#### Source: CMF as of June 2025

#### Local loans market share (%) <sup>2</sup>



<sup>&</sup>lt;sup>1</sup> Figures Including the subsidiary's operations abroad;

<sup>&</sup>lt;sup>2</sup> Bci figures exclude CNB (City National Bank) and Itau Corpbanca figures exclude Colombia operations;

## ...with diversified funding cost

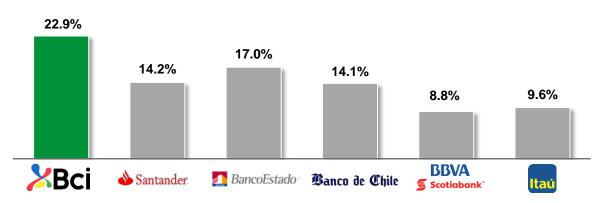
In terms of maturity, currency and geography

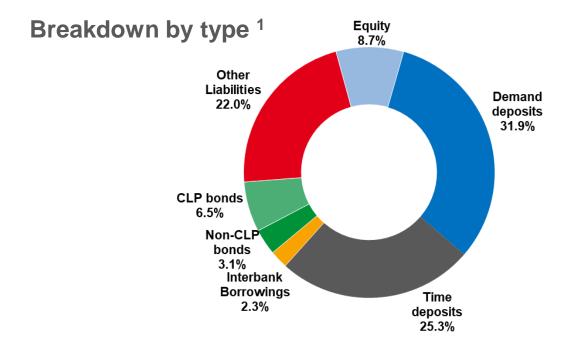
#### **Funding Sources**

- 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**

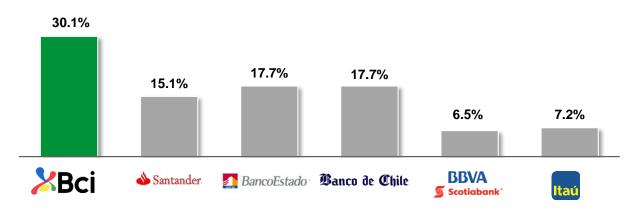
as of June 2025





#### Checking accounts & demand deposits market share

as of June 2025



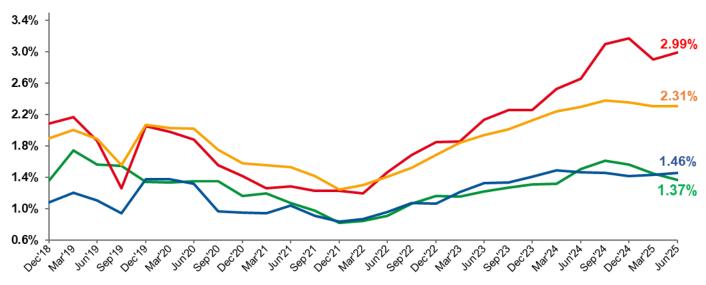


### Risk Evolution

#### **Highlights**

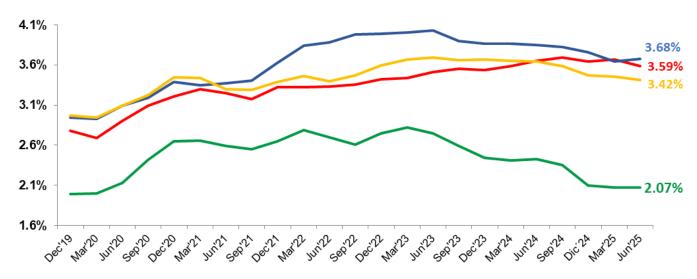
- Bci's asset quality is supported by proactive risk management and monitoring.
- We have a stock of over US\$ 245 Million in additional provisions.
- Our loan portfolio is well diversified by business lines, economic sectors, and customers.
- In terms of loan portfolio concentration, the 20 largest loans account for less than 10% of the bank's total loans.

#### NPLs (Delinquency +90 days / Loans at amortized cost)



Note: NPLs Including the subsidiary's operations abroad Portfolio with delinquency of 90 days or more on loans at amortized cost

#### **Loan loss provisions / Average Gross Loans**



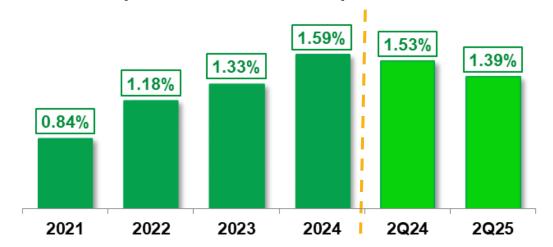
Note: Including the subsidiary's operations abroad





### **Evolution of NPL's**

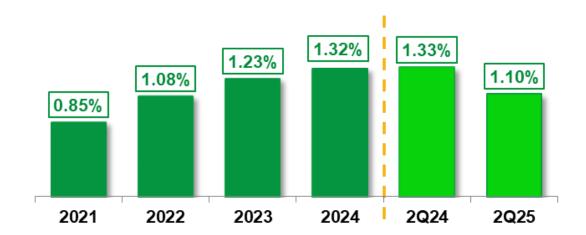
#### **NPL Ratio (NPLs/Total Loans)\***



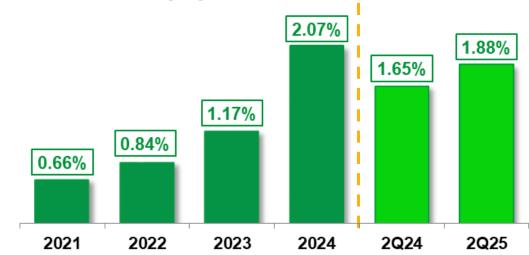
#### **NPL Ratio (Consumer Loans)**



#### **NPL Ratio (Commercial Loans)**



#### **NPL Ratio (Mortgage Loans)**

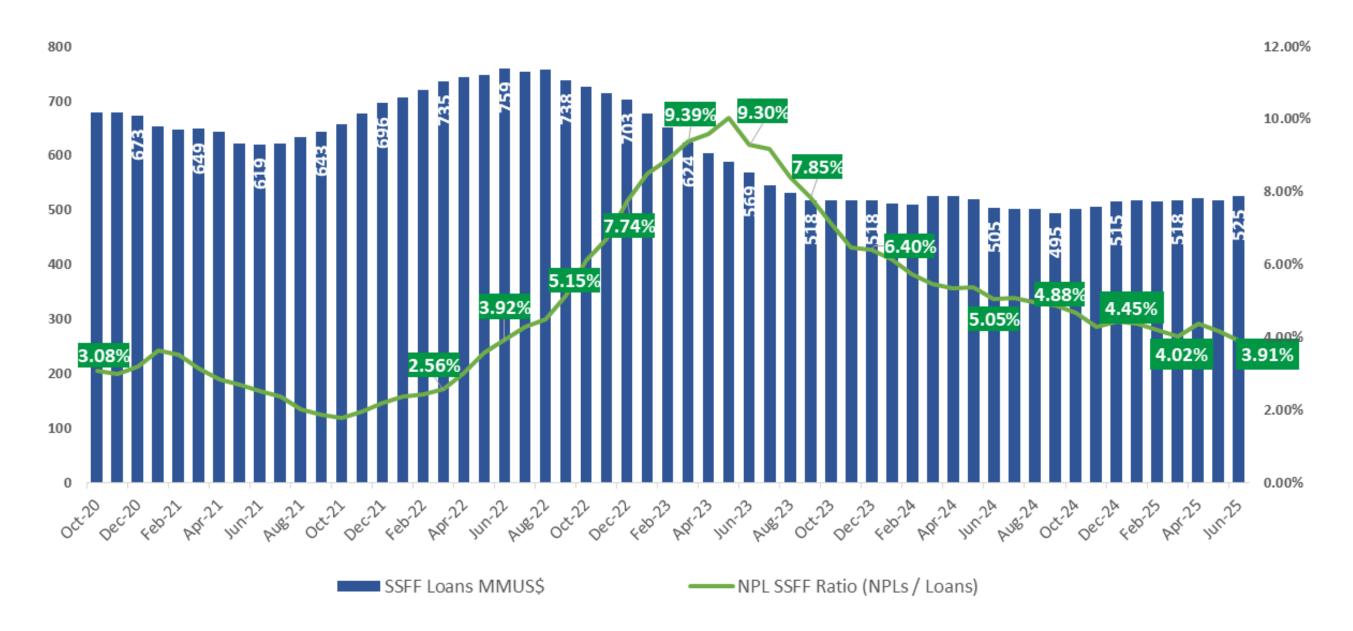




Note: Includes Bci subsidiary in USA (CNB) and Bci Peru.

### Financial Services: NPL's



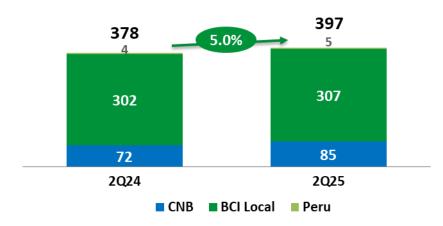




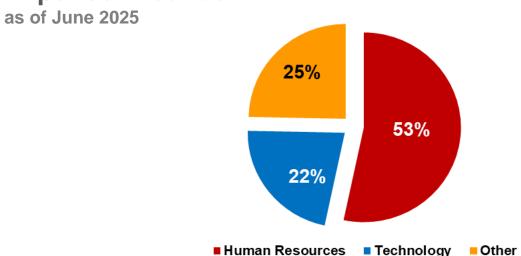
## **Operating Expenses**

#### **Operating Expense (2Q)**

**US\$ million** 

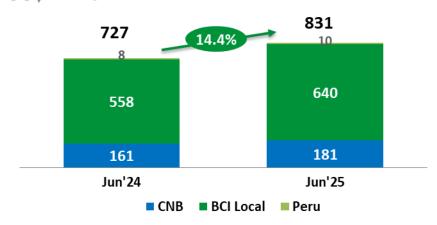


#### **Expense Breakdown**

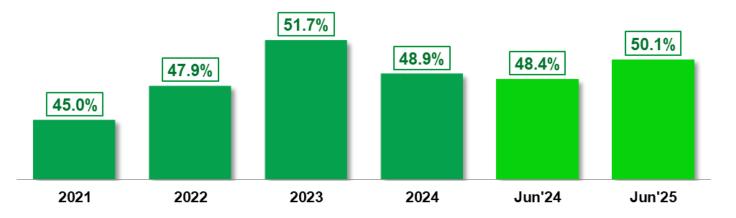


#### **Operating Expense (YTD)**

**US\$ million** 



#### **Efficiency Ratio\***



<sup>\*</sup> Efficiency ratio as calculated by the CMF (operating expenses excluding other operating expenses/gross operating result).

Note: Figures are converted to USD using an FX of USD/CLP of 933.42 (July 1st 2025) Includes City National Bank of Florida and Bci Peru.



## Balance sheet

US\$ million (*)	2021	2022	2023	2024	CAGR	2Q 2024*	2Q 2025*	%D
					2021-2024			
Cash	4,628	4,560	3,878	3,779	-6.53%	4,738	4,221	-10.90%
Securities	21,580	21,370	19,369	18,423	-5.13%	18,264	16,768	-8.19%
Loans	49,073	50,370	53,724	59,526	6.65%	56,371	59,906	6.27%
Other Financial Instruments	158	336	345	272	19.88%	203	319	57.20%
Intangible Assets	515	440	478	537	1.40%	493	542	9.76%
Other Assets	4,840	6,540	7,163	6,830	12.17%	7,445	6,391	-14.15%
Total Assets	80,793	83,616	84,958	89,368	3.42%	87,514	88,147	0.72%
Demand Deposits	32,311	25,843	25,509	29,171	-3.35%	27,330	28,114	2.87%
Time Deposits	12,695	19,547	19,758	22,883	21.70%	21,210	22,898	7.96%
Interbank Borrowings	8,145	7,136	7,634	2,542	-32.17%	4,580	2,053	-55.17%
Bonds Payable	8,679	8,686	8,691	8,479	-0.78%	8,999	8,648	-3.90%
Other Liabilities	14,342	17,287	16,866	18,796	9.43%	18,360	18,763	2.19%
Equity	4,621	5,118	6,500	7,497	17.50%	7,035	7,671	9.04%
Total Liabilities & Equity	80,793	83,616	84,958	89,368	3.42%	87,514	88,147	0.72%



## Financial results

US\$ million (*)	2021*	2022*	2023*	2024	CAGR 2021-2024	2Q 2024*	2Q 2025*	%∆
Net Interest Income	1,711	2,474	2,165	2,408	12.05%	574.2	627.8	9.33%
Net Service Fee Income	371	393	365	427	4.80%	110.1	131.2	19.12%
Other Operating Income	233	24	170	97	-25.25%	60.4	54.3	-10.2%
Operating Income	2,083	2,892	2,700	2,932	12.08%	744.8	813.3	9.20%
Provision for loan losses	-429	-530	-428	-344	-7.08%	-89.4	-84.9	-5.01%
Operating Income, net of Ioan losses, interest and fees	1,886	2,386	2,442	2,685	12.49%	655.3	728.3	11.14%
Total operating expenses	-1,051	-1,384	-1,396	-1,433	10.90%	-378.0	-396.8	4.97%
Total Net Operating Income	774	977	876	1,155	14.30%	277.3	331.5	19.54%
Income Tax	-216	-97	-145	-296	11.10%	-48.7	-53.7	10.26%
Consolidated Net Income for the Year	558	880	731	859	15.48%	228.6	277.8	21.52%









In 2025, we have continued to expand our NIM, maintain a strong liquidity position, improve our capital ratios and our CRE portfolio remains well managed

#### **Client Deposits**

Client deposits have increased \$943MM through June or ~5% (excluding the \$150MM parent company deposit outflow, normalized growth would be \$1.1B or ~6%), including **DDAs** growing \$261MM or ~6%. The banking industry as a whole grew \$573B (~3%) YTD, but this includes brokered deposits.

#### Liquidity

We maintained
~\$10B of available
& committed
liquidity sources,
representing 35%
of total assets and
~116% of our
uninsured &
uncollateralized
deposits

#### NIM

Both our net interest income and margin increased for the sixth consecutive quarter: In Q2-2025, **our NIM** expanded 4bps (9bps, normalizing for one-timers). Both our net interest income and margin are the highest in over 2 years

#### Capital

Our CET 1 ratio
significantly
exceeds the well
capitalized
threshold even if
we apply our
unrealized AFS and
HTM losses to
capital - \$1B of
excess capital as
of June

#### Investments

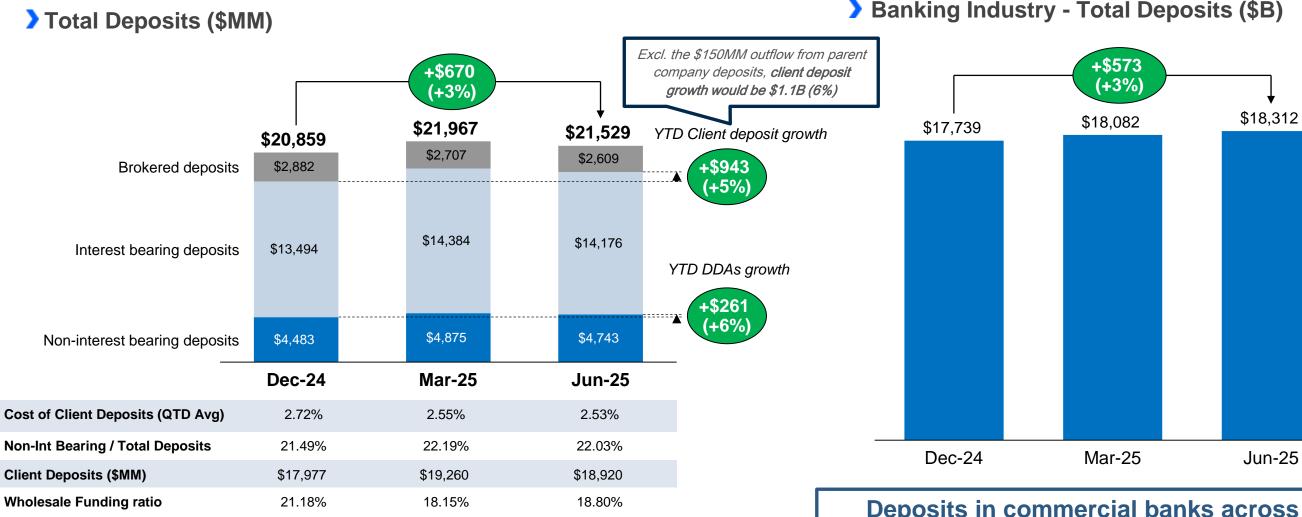
99% of our investment portfolio consists of U.S. agency securities, the portfolio provides significant cash flow (≈\$800MM annually) and maintains a reasonable duration of 4.44 years.

#### CRE

Our commercial real estate portfolio is well diversified by type and geography, maintains a low LTV of 49% and the Florida market is performing better than the U.S. as a whole



While total deposits in the banking industry have increased this year (includes brokered), our client deposits have grown significantly more, outpacing the industry by almost ~2x



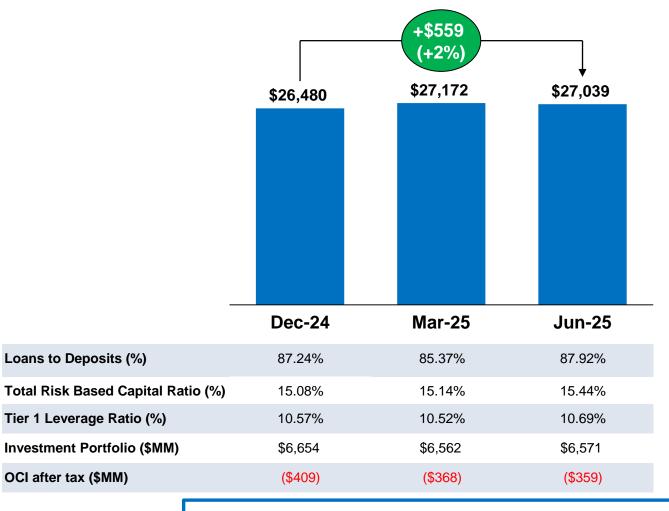
Non-interest bearing deposits represent 22% of total deposits

Deposits in commercial banks across the industry grew \$573MM though June, but this includes brokered deposits

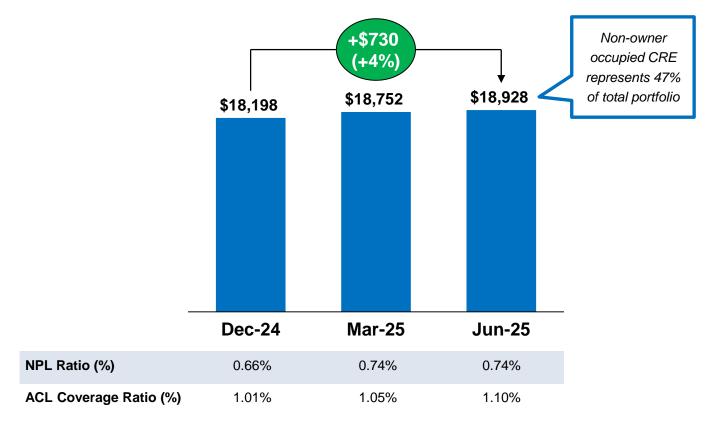


## Total loans have grown \$730MM (4%) YTD while maintaining strong asset quality (nonaccrual ratio <1% in June)

#### > Total Assets (\$MM)



#### > Total Loans & Leases (\$MM)



Our loan-to-deposit ratio remains low at 87.92% and capital ratios are strong



# CRE loans are well diversified across various property types with low LTVs (49%), strong DSCR (1.9x) and excellent asset quality and ACL ratios

#### > CRE by Property Type

	Commitment	%	Balance	%	% of	WAvg	WAvg	% Accr	% Non-	% In	% Full & Partial	On BS Reserve	
Property Type	(\$M)	Total	(\$M)	Total	RBC	LTV %	DSCR %	30+ DPD	Accrual	Florida	Recourse	(\$M)	ACL %
Retail	2,255	21%	2,135	24%	67%	55%	1.5	0.4%	0.7%	78%	57%	22.8	1.07%
Office	1,315	12%	1,268	14%	40%	54%	1.7	0.8%	1.8%	91%	61%	14.7	1.16%
Multifamily	1,407	13%	1,322	15%	42%	51%	1.5	1.1%	0.0%	83%	61%	11.8	0.89%
Hotels	707	6%	694	8%	22%	41%	1.8	0.0%	0.0%	94%	53%	10.3	1.49%
Industrial	709	6%	664	7%	21%	46%	5.9	0.0%	0.0%	96%	50%	3.0	0.45%
Other	1,308	12%	1,156	13%	36%	42%	1.6	0.0%	0.5%	92%	54%	7.4	0.64%
Total NOO CRE (excl. C&D)	7,699	70%	7,239	80%	228%	50%	1.9	0.5%	0.6%	87%	57%	70.0	0.97%
REITs + NDFI	699	6%	227	3%	7%	N/A	N/A	0.0%	0.0%	34%	53%	N/A	N/A
Construction & Land Development	2,568	23%	1,592	18%	50%	45%	N/A	0.0%	0.8%	93%	81%	13.8	0.87%
Total CRE (incl. REITs)	10,966	100%	9,058	100%	286%	49%	1.9	0.4%	0.6%	86%	62%	83.8	0.93%

All CRE categories have strong LTVs of 55% or below supported by robust DSCR of 1.9x for cash flowing properties, and 62% full or partial recourse

14% of CRE loans are outside of FL, representing only ~6% of total loans & leases

Our CRE portfolio outside of Florida is well diversified with largest exposure in growth States, mainly in the southeast with a weighted avg LTV of ~57%



## Net income after taxes grew ~20% QoQ and ~82% YoY

COME STATEMENT (\$ millions)	Q2 2024	Q1 2025	Q2 2025	\$ Var QoQ	% Var QoQ	YTD 2024	YTD 2025	\$ Var YoY	% Var YoY
(+) Net Interest Income	\$119.3	\$161.1	\$167.4	\$6.2	3.9%	\$237.0	\$328.5	\$91.5	38.6%
(+) Non-Interest Income	\$23.4	\$28.2	\$31.3	\$3.1	11.0%	\$55.5	\$59.5	\$4.0	7.3%
(=) Operating Income	\$142.7	\$189.3	\$198.7	\$9.3	4.9%	\$292.5	\$388.0	\$95.5	32.7%
(-) Personnel Expenses	\$42.2	\$53.3	\$51.5	-\$1.8	-3.4%	\$88.0	\$104.8	\$16.8	19.1%
(-) Occupancy & Equipment Expenses	\$7.7	\$6.8	\$7.4	\$0.6	9.4%	\$15.4	\$14.2	-\$1.1	-7.5%
(-) Other Non-Interest Expenses	\$28.8	\$36.3	\$32.9	-\$3.5	-9.6%	\$63.8	\$69.2	\$5.4	8.5%
(-) Non-Interest Expenses	\$78.7	\$96.5	\$91.8	-\$4.7	-4.8%	\$167.2	\$188.2	\$21.1	12.6%
(=) Core Earnings	\$64.0	\$92.9	\$106.9	\$14.0	15.1%	\$125.3	\$199.8	\$74.5	59.4%
(-) Provision Expense	\$15.8	\$15.0	\$13.4	-\$1.6	-10.5%	\$24.3	\$28.5	\$4.2	17.1%
(-) Amortization Expense	\$6.5	\$4.7	\$4.7	\$0.0	0.0%	\$12.9	\$9.3	-\$3.6	-27.9%
(+) Gain on Sale of Securities, CVA Adj & Marketable securities	\$0.0	\$0.1	-\$0.5	-\$0.5	-1042.0%	-\$0.1	-\$0.4	-\$0.4	659.1%
(=) Net Income before Taxes	\$41.7	\$73.3	\$88.3	\$15.0	20.5%	\$88.0	\$161.6	\$73.5	83.5%
(-) Tax Expense	\$10.1	\$18.0	\$22.3	\$4.2	23.6%	\$21.2	\$40.3	\$19.0	89.7%
(=) Net Income after Taxes	\$31.6	\$55.2	\$66.0	\$10.8	19.6%	\$66.8	\$121.3	\$54.5	81.6%

RATIOS (%)	Q2 2024	Q1 2025	Q2 2025	
Net Interest Margin (NIM)		1.96%	2.55%	2.59%
ROAA		0.49%	0.83%	0.97%
ROAE		5.34%	8.69%	9.93%
Core Efficiency Ratio		55.14%	50.93%	46.32%

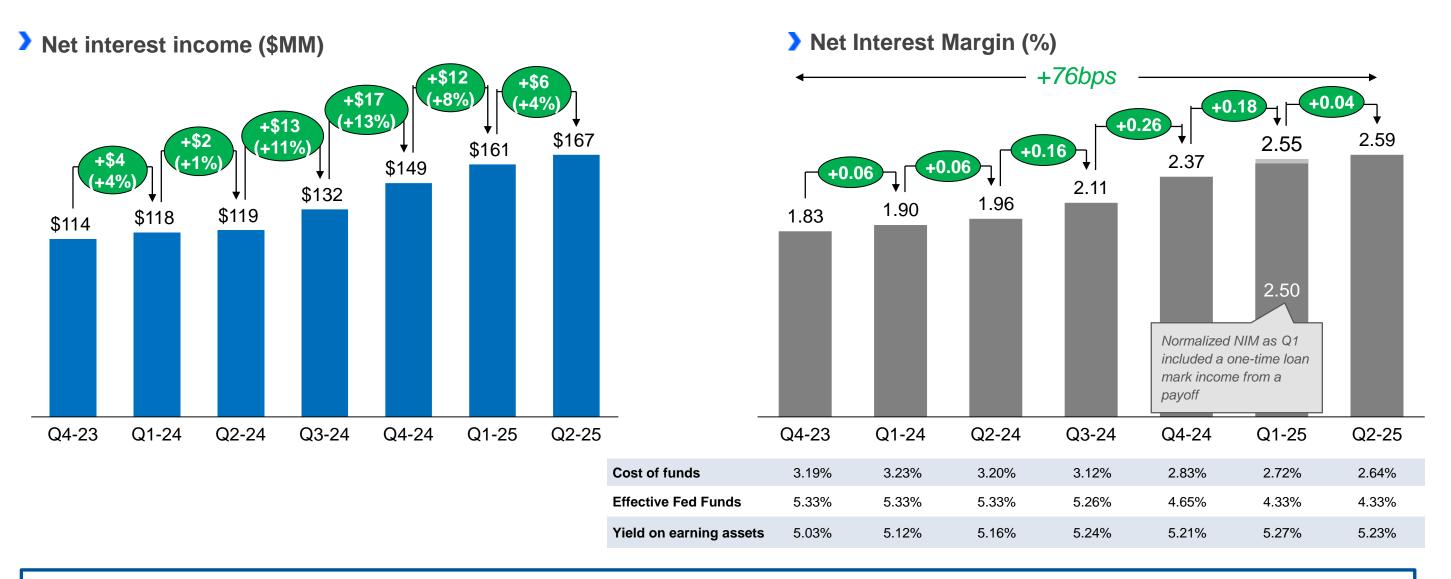
% Var QoQ	YTD 2024	YTD 2025			
4 bps	1.93%	2.57%			
14 bps	0.51%	0.90%			
124 bps	5.64%	9.33%			
-461 bps	57.17%	48.57%			

% Var YoY 64 bps 39 bps 369 bps -860 bps

Overall NIM expanded QoQ by 4bps to 2.59% and by 64bps compared to Q2'24



## Both our net interest income and margin increased for the sixth consecutive quarter: In Q2-2025, our NIM expanded 4bps (9bps on a normalized basis)



NIM expanded 4bps in Q2-2025, due to lower cost of funds (8bps), partially offset by lower yield on earning assets (4bps). On a normalized basis, NIM grew 9bps in Q2-2025, due to lower cost of funds (8bps) and stable yield on earning assets (1bp higher)





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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