



Corporate Presentation

First Quarter 2018

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



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- **Chilean financial system**
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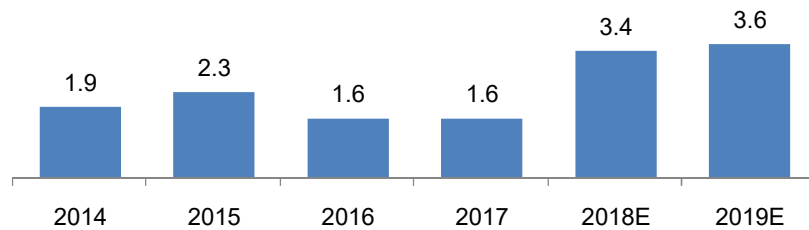
Main macroeconomic indicators



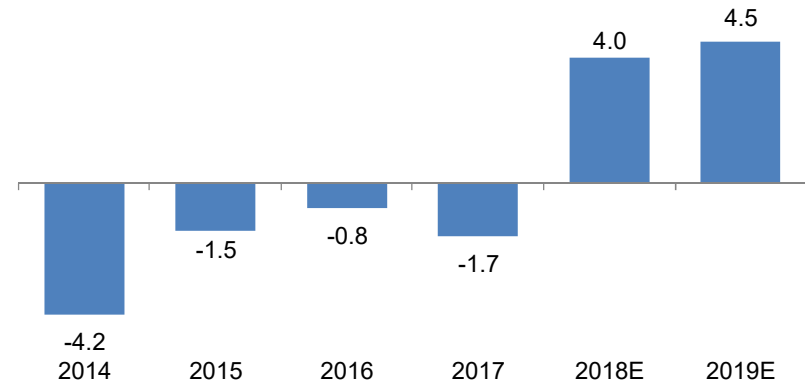
Main Macroeconomic Indicators



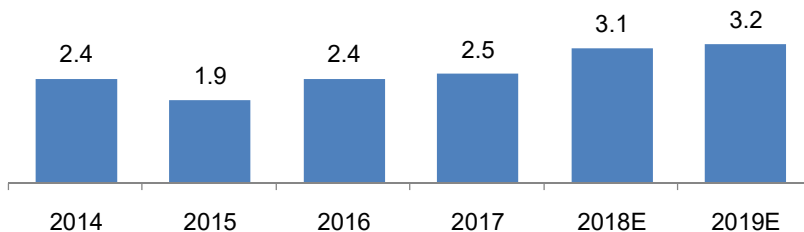
GDP (% YoY growth)



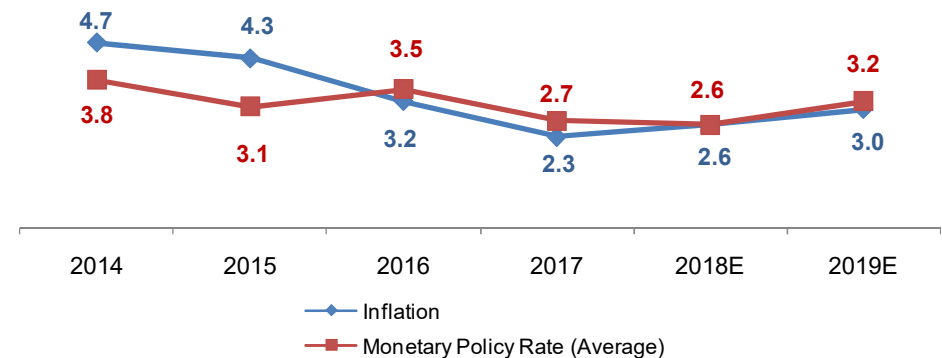
Investment (% YoY growth)



Private Consumption (% YoY growth)

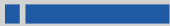


Inflation and Central Bank Monetary Policy Rate (TPM) (%)



Source: Bci Research, January 2018

* TPM anual average



Chilean macroeconomic indicators

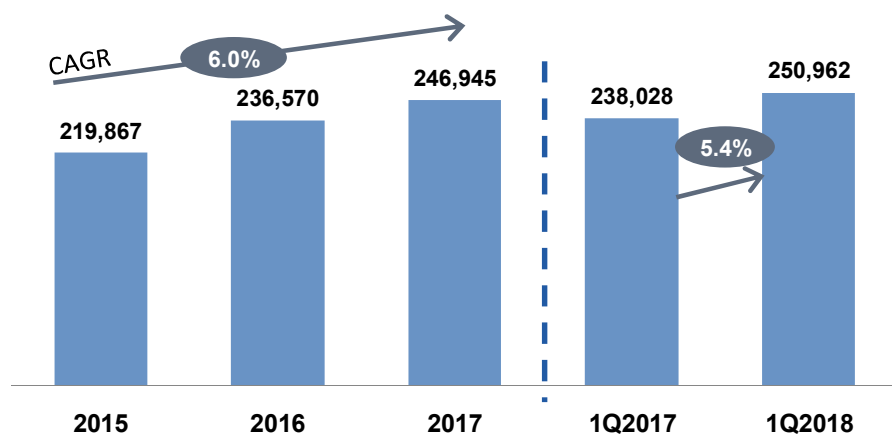
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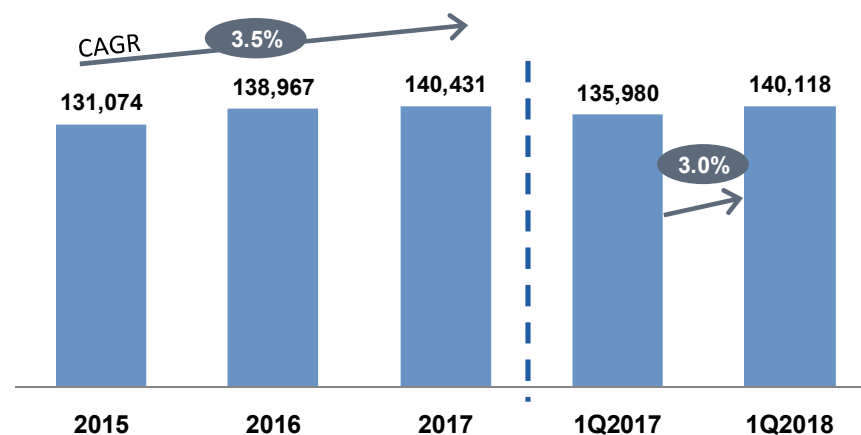
Financial System

Strong growth over the years (US\$ Million)

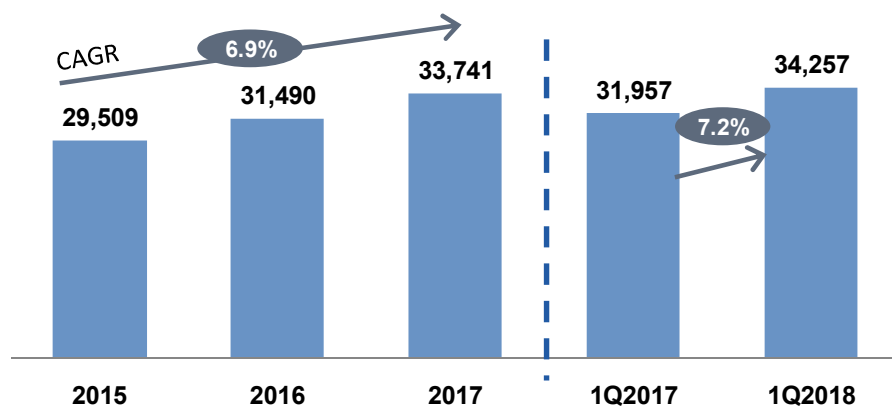
Total Loans (*)



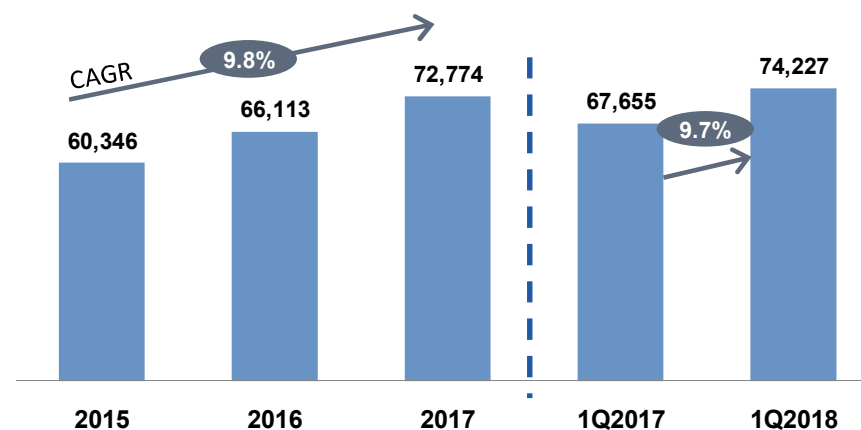
Commercial & Interbank Loans (*)



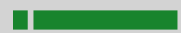
Consumer Loans (*)



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 603.39 (April 2nd 2018)



Banco de Crédito e Inversiones

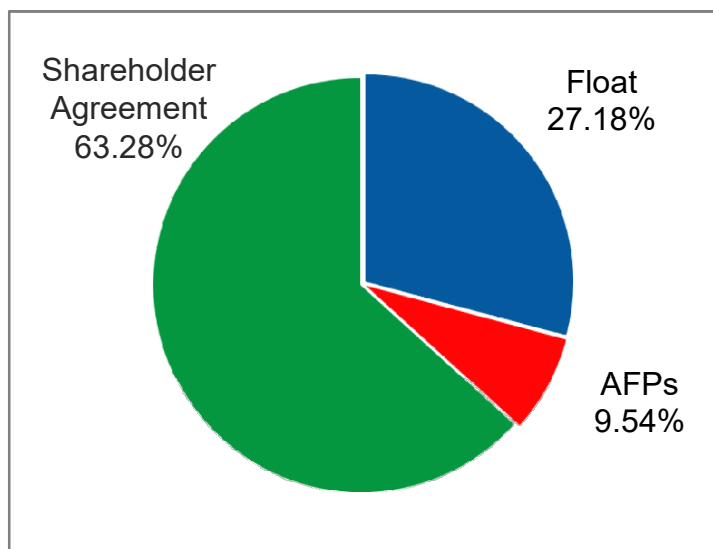
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Shareholders and corporate governance

Shareholder structure as of March 2018



Related to the Yarur family since its foundation in 1937

Controlling Shareholder 55.14%

Empresas Juan Yarur SpA

Board of Directors

	Since
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 Committees:

- 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

	March'18 in US\$ Million (*)		Market Share
Total Assets	\$ 57,652		
Total Loans	\$ 42,388		15.91%
Net Income	\$ 181		17.12%
Market Capitalization	\$ 9,251		
	Tier I		BIS ratio
Capital Ratios	10.15%		13.32%
	Moody's	S&P	Fitch
International Credit Ranking	A1	A	A
ROAE***	12.61%		
ROAA***	1.02%		
 City National Bank	represents 18.3% of the consolidated loans		

(*) Figures are converted to US\$ using an FX of USD/CLP of 603.39 (April 2nd 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

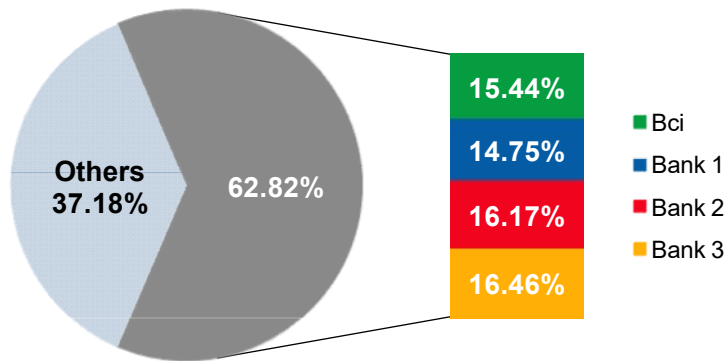
1	Best-in-Class Customer Experience through Digital Transformation	▪ Leverage digital customer experience and superior analytics to achieve deeper relationships and higher revenues per client, with focus on Retail and SMEs ▪ Strategy-driven IT transformation to reduce cost-to serve, encourage flexibility 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 policies
	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



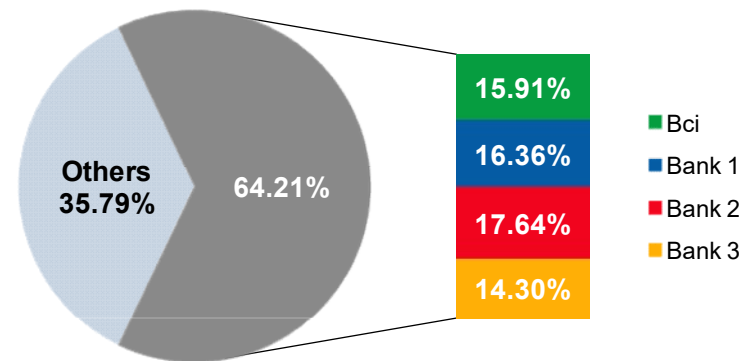
Market shares

3rd largest privately owned bank in Chile

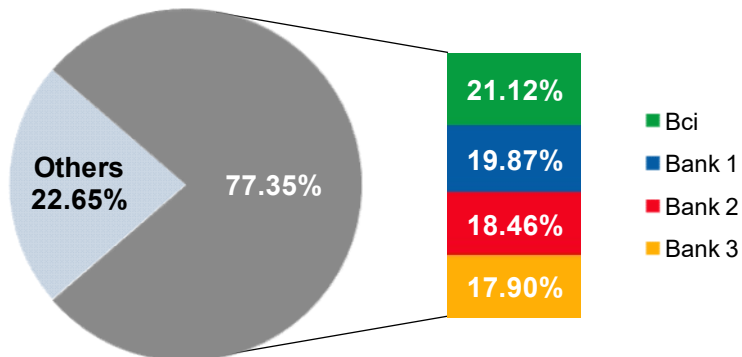
Total Assets



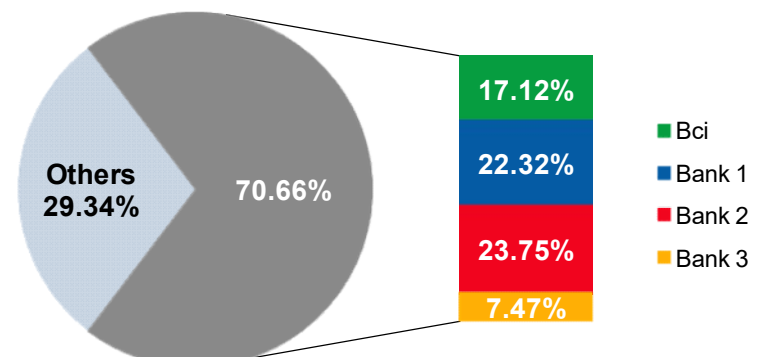
Total Loans



Non Interest Bearing Deposits (NIBD)



Net Income



Source: SBIF , March 2018

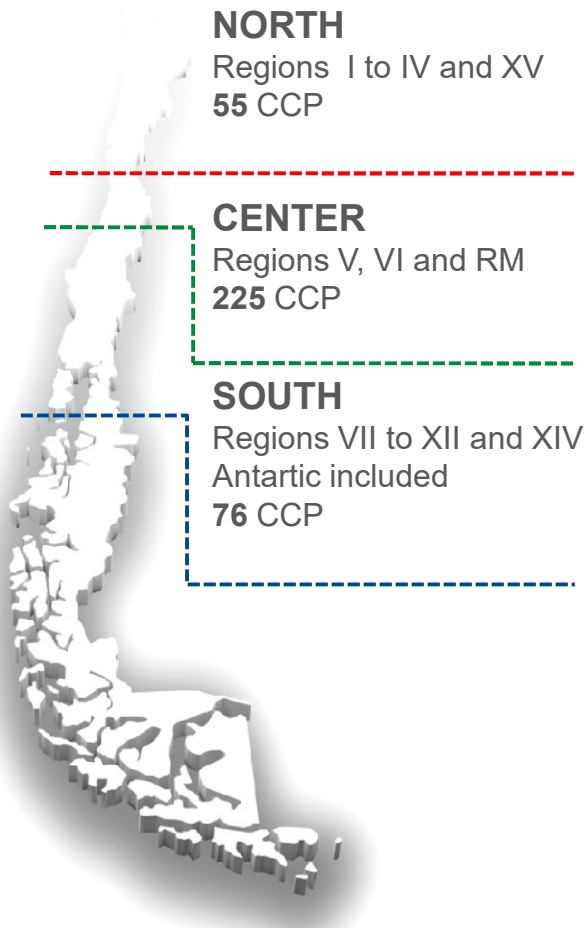


National and international presence

Tactical international coverage combined with one of the largest national distribution channels

356 National commercial contact points (CCP)

Presence in 6 countries



Miami Branch +  **City National Bank**
Bci FINANCIAL GROUP



Representation office in Mexico City



Representation office in Lima, Peru



Representation office in Sao Paulo, Brazil



Representation office in Bogotá, Colombia



Representation office in Shanghai, China

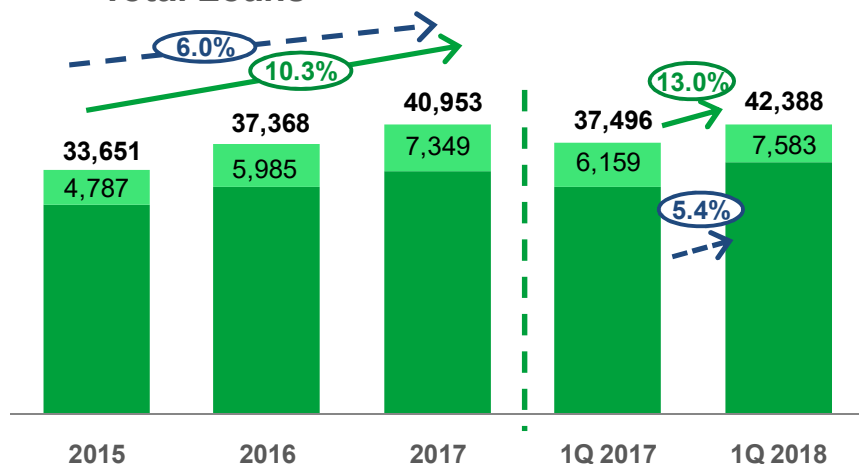


Loan portfolio

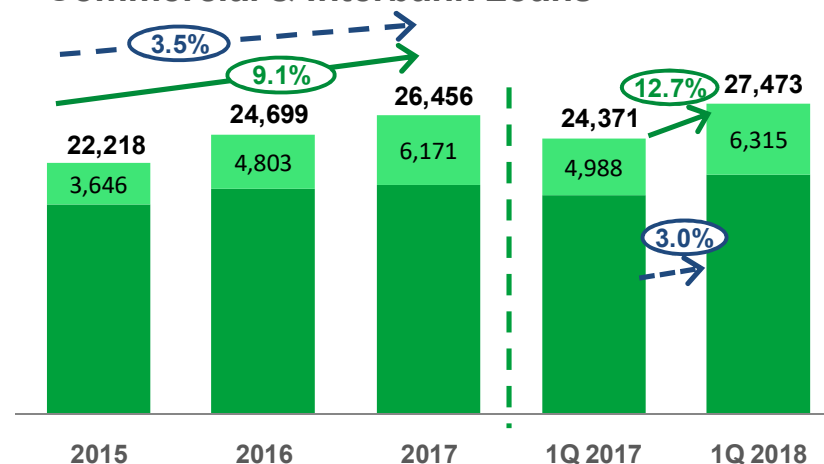
Bci has outperformed the financial system during 2015-2018 (US\$ Million)

■ CNB ■ BCI

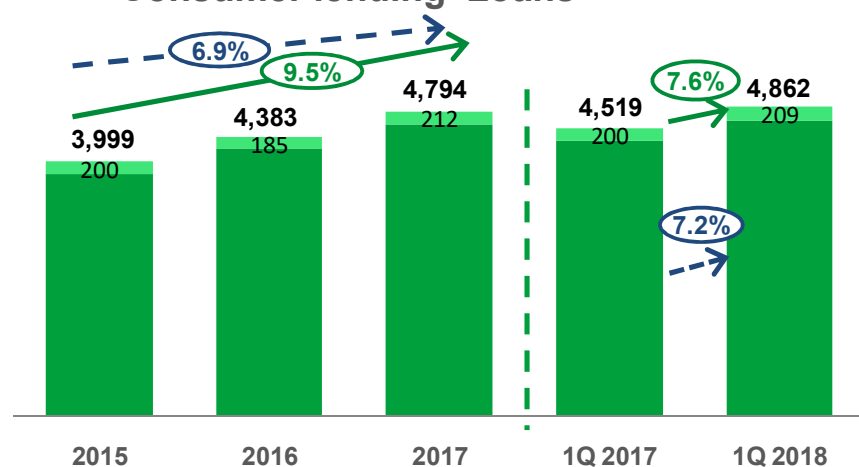
Total Loans



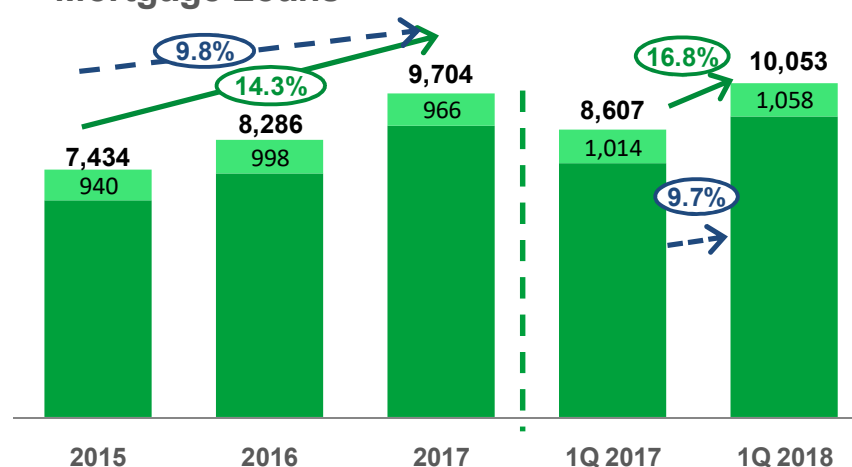
Commercial & Interbank Loans



Consumer lending Loans



Mortgage Loans

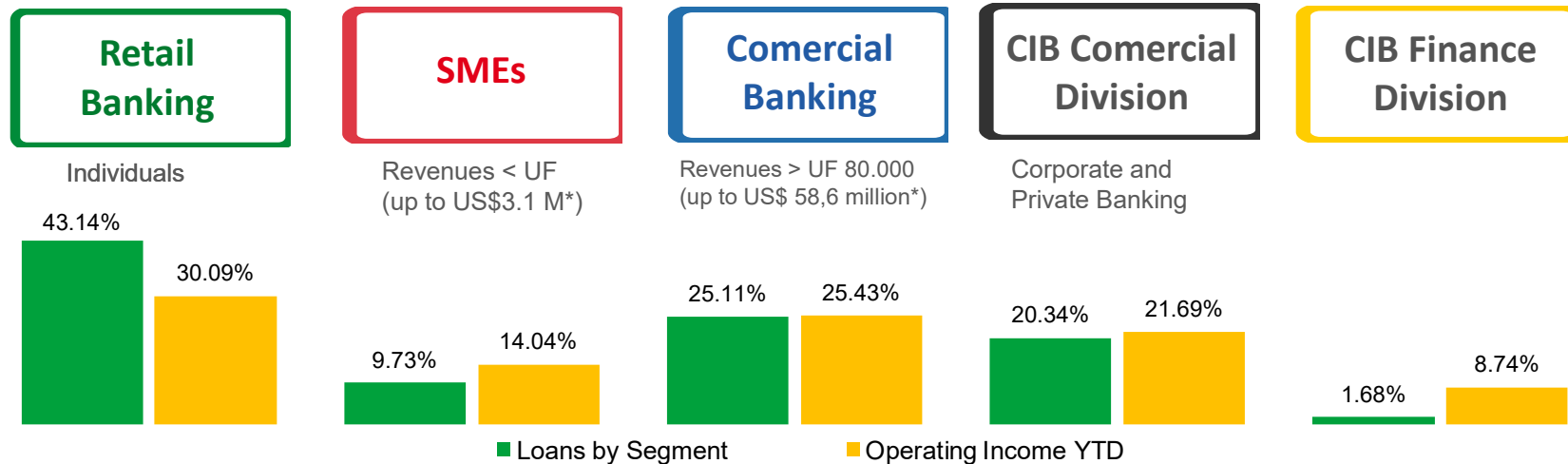


Source: Superintendencia de Bancos e Instituciones Financieras de Chile (SBIF).
Figures are converted to US\$ using an FX of USD/CLP of 603.39 (April 2nd 2018)

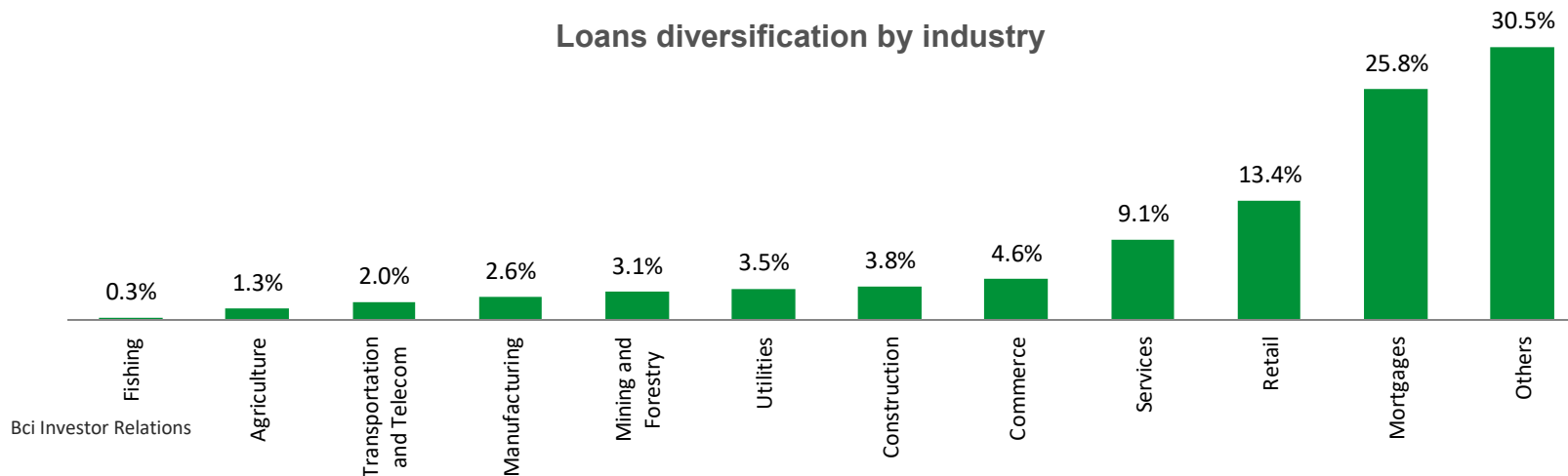


Loan portfolio Bci

Well diversified and
balanced loan portfolio



Loans diversification by industry

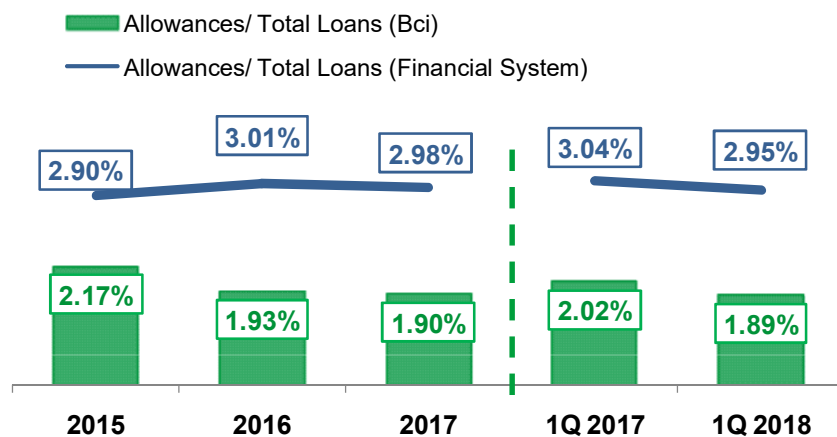




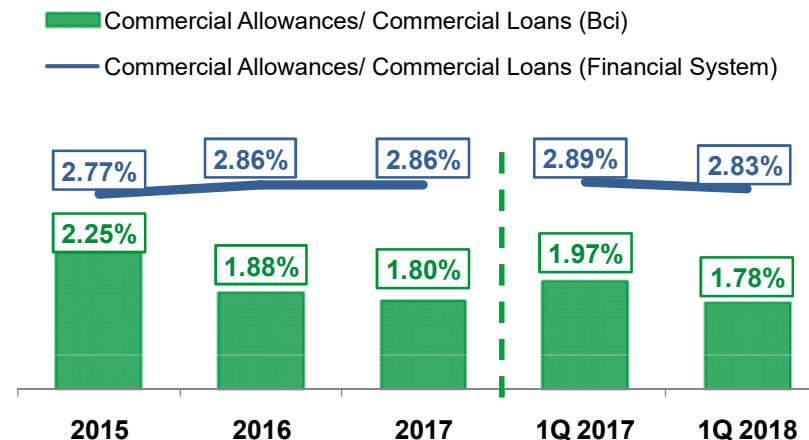
Risk indicators

Conservative risk management policies

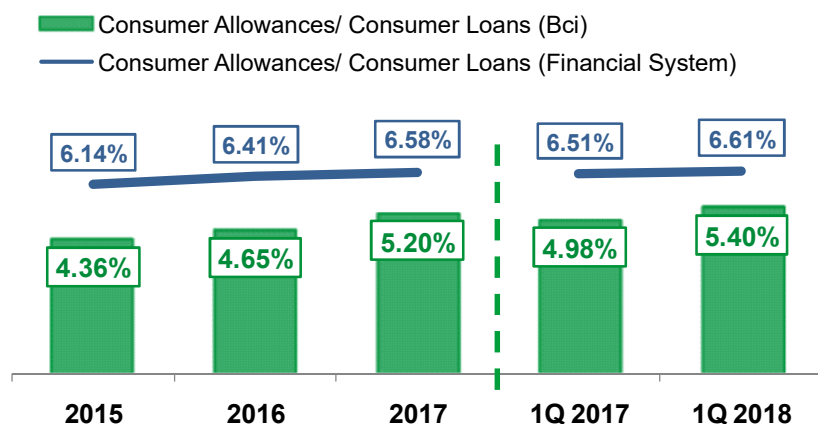
Risk Index Total Loans



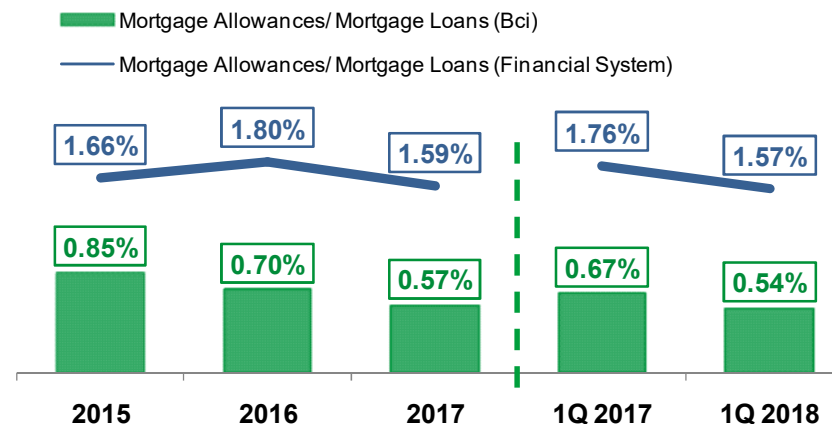
Risk Index Commercial Loans



Risk Index Consumer Loans



Risk Index Mortgage Loans

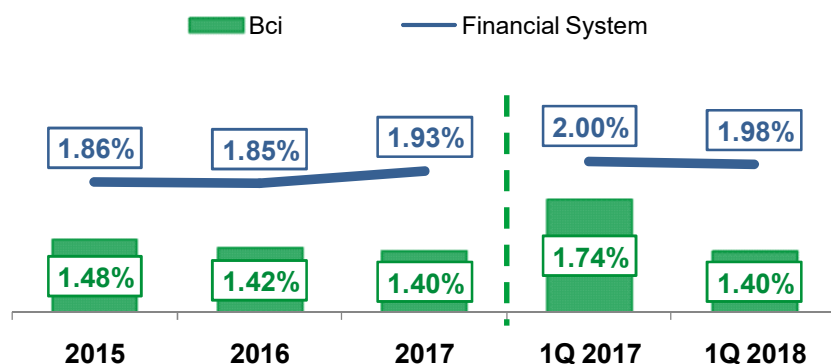


* Includes additional allowances. Total loans include interbank loans

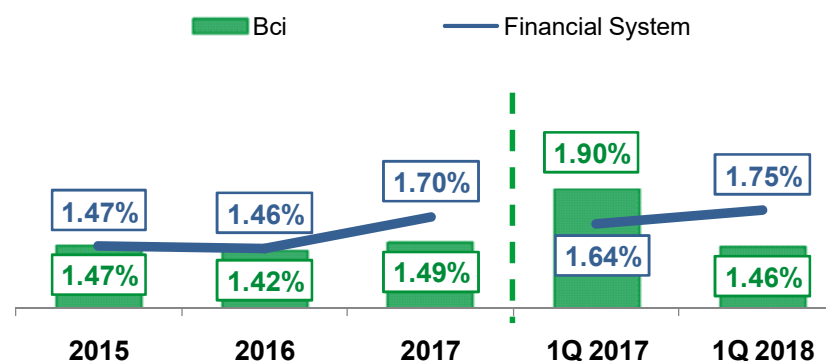


Conservative risk management policies

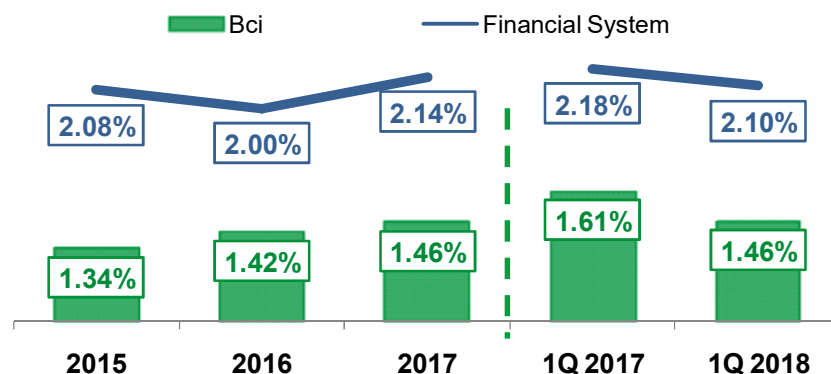
NPL Ratio (NPLs/Total Client Loans)



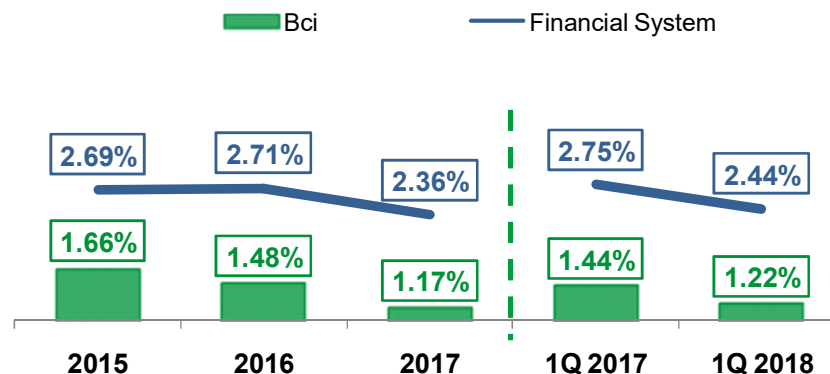
NPL Ratio (Commercial Loans)



NPL Ratio (Consumer Loans)



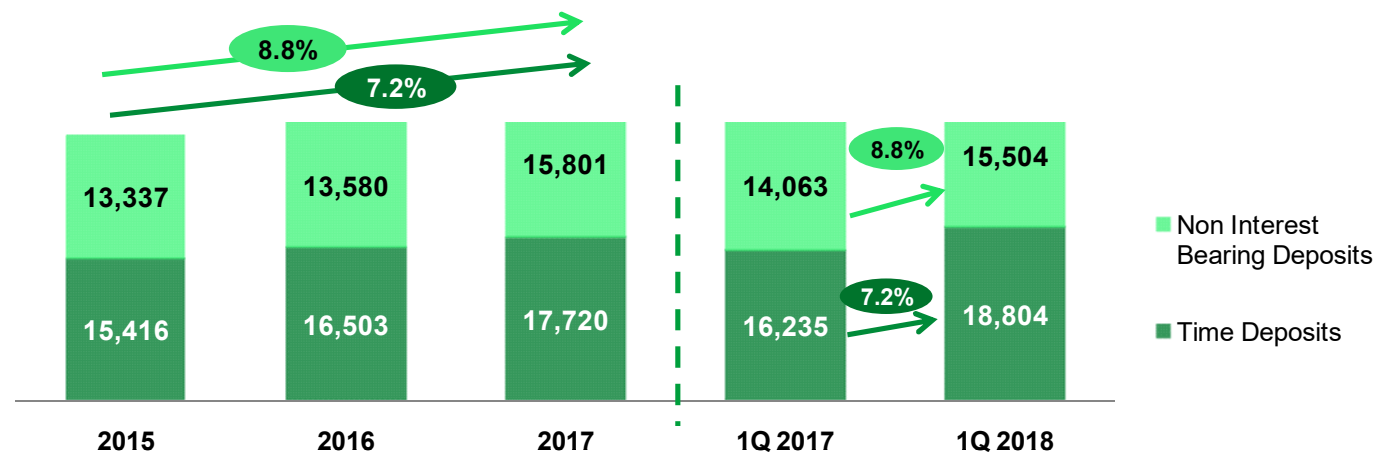
NPL Ratio (Mortgage Loans)



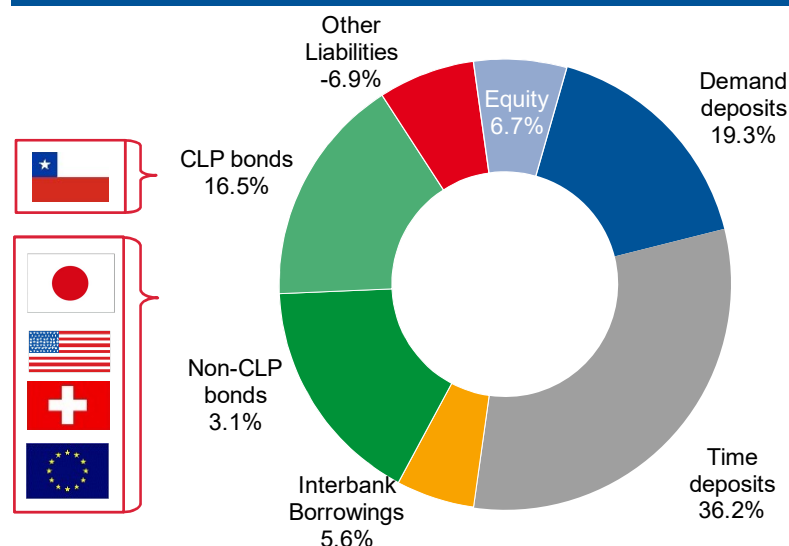
Strong time deposit growth with retail customer base



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



Breakdown by type



Funding

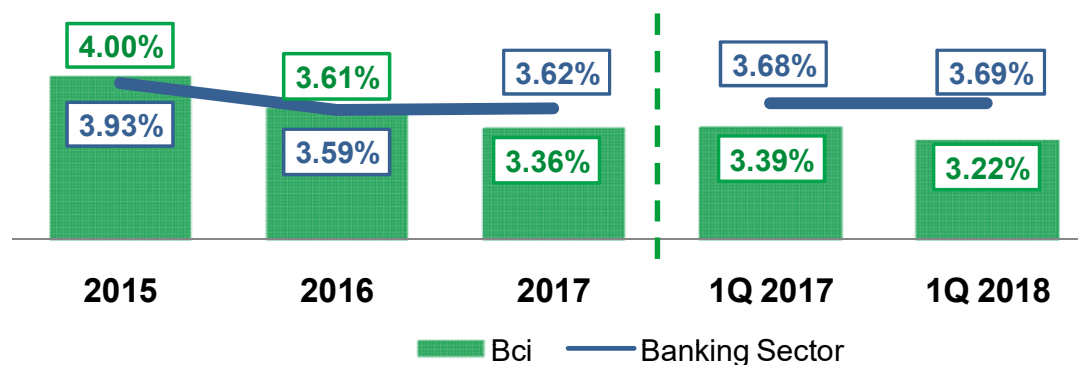
- Our market funding includes various long-term issuances for up to ten years and are primarily in Chile.
- Bci's fund raising efforts also include issuances off of our MTN program in US dollars, euros, swiss francs and yens.
- Commercial paper program managed out of its Miami branch, which provides 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 603.39 (April 2nd 2018)

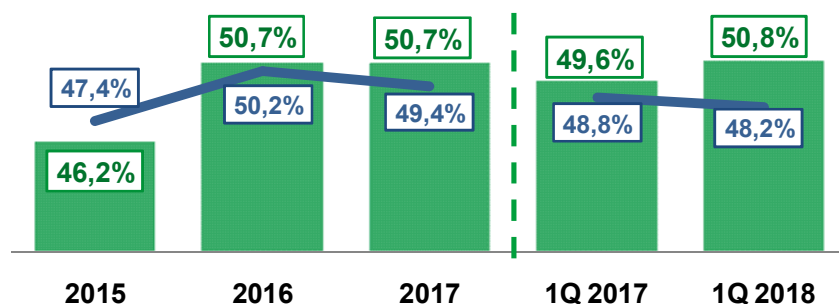


Profitability

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

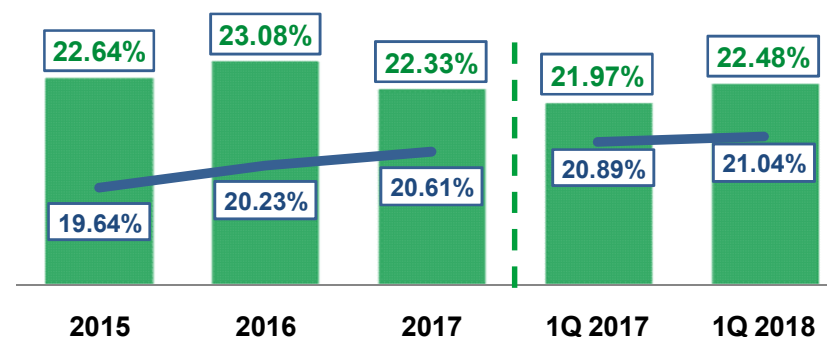


Efficiency ratio ()**



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 additional allowances in this ratio until 4Q17. Figures shown were calculated according to the new methodology.

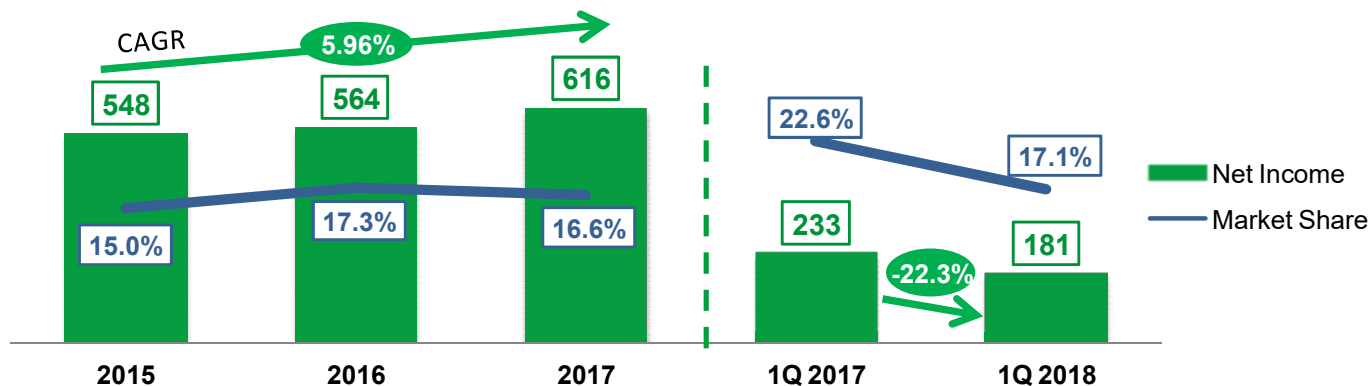


Profitability

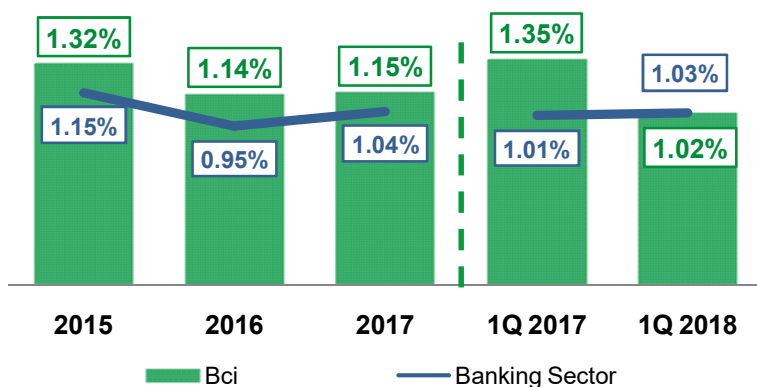
Sustained and profitable growth

Net Income and Market Share

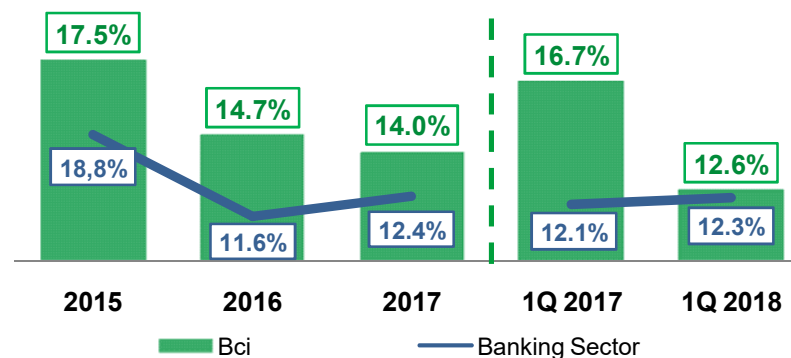
(US\$ Million)



ROAA (*)



ROAE (*)

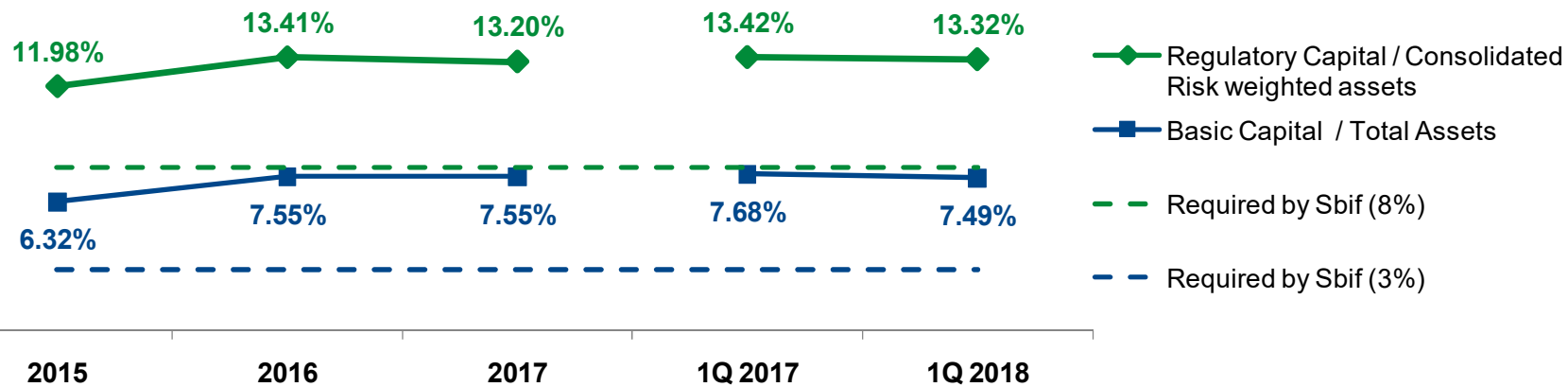


(*) SBIF: the accumulated result for a period of 12 mobile months on equity and average total assets closing balances for 13 months. Figures are converted to US\$ using an FX of USD/CLP of 603.39 (April 2nd 2018)

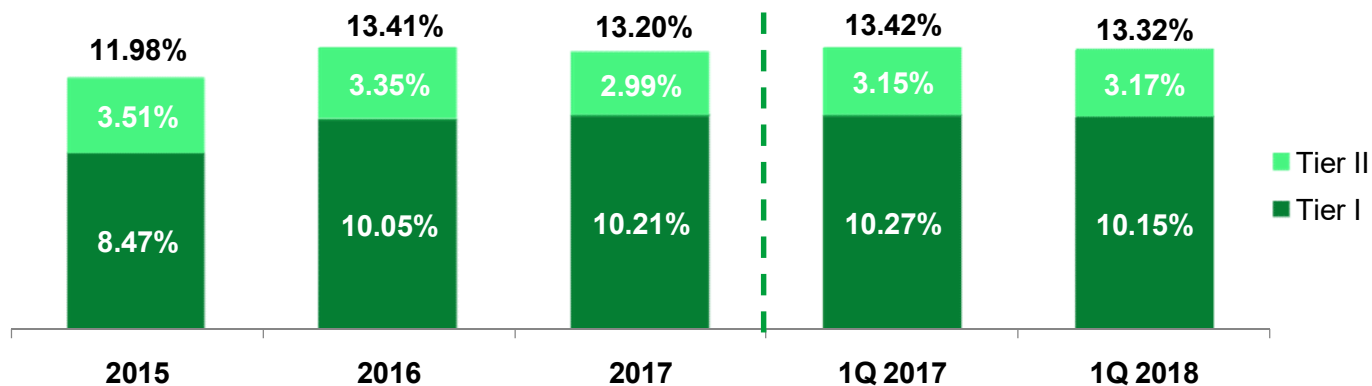


Capitalization

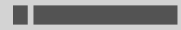
Bci capitalization well above regulatory requirements



Bis Ratio



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



City National Bank of Florida

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Simulation of Bci stand alone and City National Bank of Florida



US\$ million (*)	Bci	CMF Owner CNB ⁽¹⁾	Adjust	Consolidated
Cash	2,665	540	0	3,205
Securities	5,242	2,133	0	7,375
Loans and receivables net (**)	34,168	7,536	0	41,704
Other Financial Instruments	1,204	19	-950	274
Fixed Assets	367	75	0	442
Other Assets	4,235	418	0	4,652
Total Assets (**)	47,881	10,721	-950	57,652
Deposits on Demand	9,056	6,448	0	15,504
Time Deposits	16,976	1,828	0	18,804
Interbank Borrowings	3,059	0	0	3,059
Bonds Payable	9,020	0	0	9,020
Other Liabilities	5,183	1,494	0	6,677
Equity	4,587	951	-950	4,587
Total Liabilities	47,881	10,721	-950	57,652

(¹) On October 16, 2015, Banco de Crédito e Inversiones materialized the acquisition of City National Bank of Florida, Bci acquired 100% of CM Florida Holding, which owns and control City National Bank of Florida (CNB)

(*) Figures are converted to US\$ using an FX of USD/CLP of 603.39 (April 2nd 2018)

(**) Loans are net from allowances.

Simulation of Bci stand alone and City National Bank of Florida



US\$ million (*)	Bci	CMF Owner CNB ⁽¹⁾	Adjust	Consolidated
Net Interest Income	319	73		392
Net Service Fee Income	108	5		114
Operating Income	427	78		505
Other Operating Income	106	6		112
Provision for loan losses	-89	-7		-96
Operating Income, net of loan losses, interest and fees	444	78		522
Personal salaries and expenses	-165	-26		-191
Administrative Expenses	-85	-14		-99
Depreciation and Amortization	-24	-1		-25
Total operating expenses	-274	-41		-315
Total Net Operating Income	220	33	-25	228
Income Tax	-39	-8		-47
Consolidated Net Income	181	25	-25	181

(¹)On October 16, 2015, Banco de Crédito e Inversiones materialized the acquisition of City National Bank of Florida, Bci acquired 100% of CM Florida Holding, which owns and control City National Bank of Florida (CNB)

(*) Figures are converted to US\$ using an FX of USD/CLP of 603.39 (April 2nd 2018)



Financial Highlights*

Balance Sheet 2018

- Total Assets increased by \$2.3 BN to \$10.8 BN (27% increase vs. Mar 2017)
- New Loan Commitments of \$761M (698 MM CNB + 63 MM CNCF) (33% increase vs. Mar 2017)
- Total Net Loans & Leases increased by \$1.9 BN to \$7.4 BN (34% increase vs. Mar 2017)
- Investment portfolio increased by \$209 MM to \$2.2 BN (10% increase vs. Mar 2017)
- Deposits increased by \$2.2 BN to \$8.3 BN (36% increase vs. Mar 2017). DDA accounts for 30.3% of all deposits

Income Statement 1Q - 2018

- Net Interest Income: 1Q - \$73 MM (26% increase v. 1Q17)
 - Loan Interest Income: 1Q - \$78 MM (46% increase v. 1Q17)
 - Inv. Portfolio Income: 1Q - \$13 MM (23% decrease v. 1Q17)
- Net Income after Taxes: 1Q - \$26 MM (6% increase v. 1Q17)¹ Normalized: (47% increase v. 1Q17)²
- Core Earnings: 1Q - \$39 MM (16% increase v. 1Q17)

Key Metrics

- Tier 1 Capital of \$1,006 BN; Total RBC Ratio 12.26%; Tier 1 Leverage Ratio 9.66%
- Excess Capital over 10% Hurdle \$190 million
- NPLs / Total Loans of .37bps; NPLs / Total Capital of 2.66%; ALLL & Loan Mark / NPLs of 155.99%
- Efficiency Ratio 52.35%
- ROATCE: 10.57% ROAA: 1.00% Core ROATE: 16.12%

¹ Based on full financials including Sale of Miami Beach Banking Center

² Normalized Net Income (excluding sale of Miami Beach Banking Center)

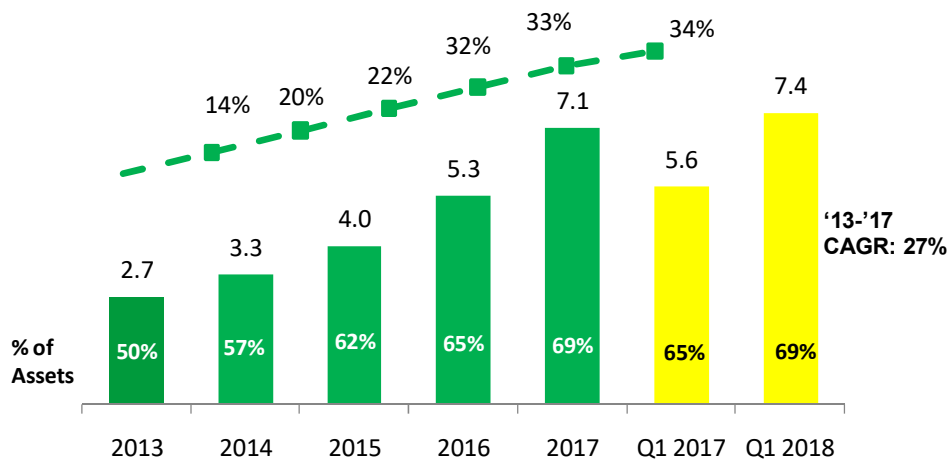
³ Core earnings represent pre-tax net income before amortization of core deposit intangible and excludes provisions, security gains/losses & Sale of Miami Beach Banking Center (2017)

(*) As of 03/31/2018

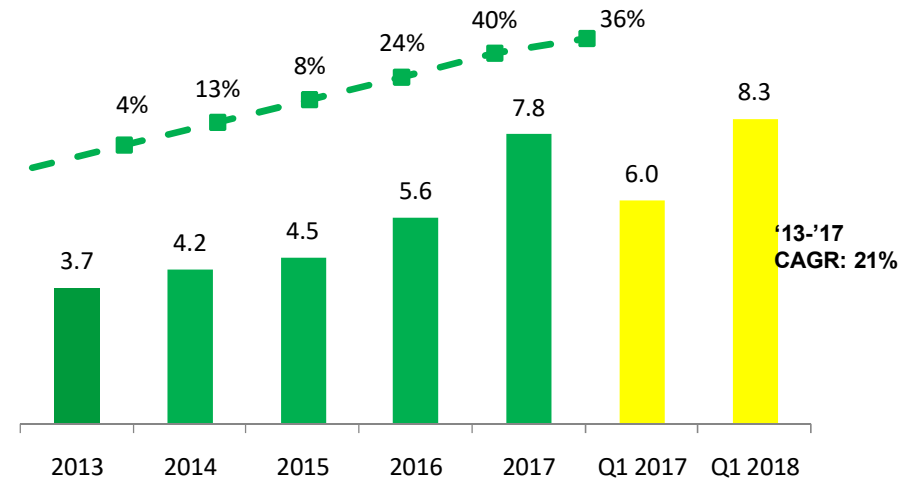


Financial Highlights: Sustained and Stable Growth

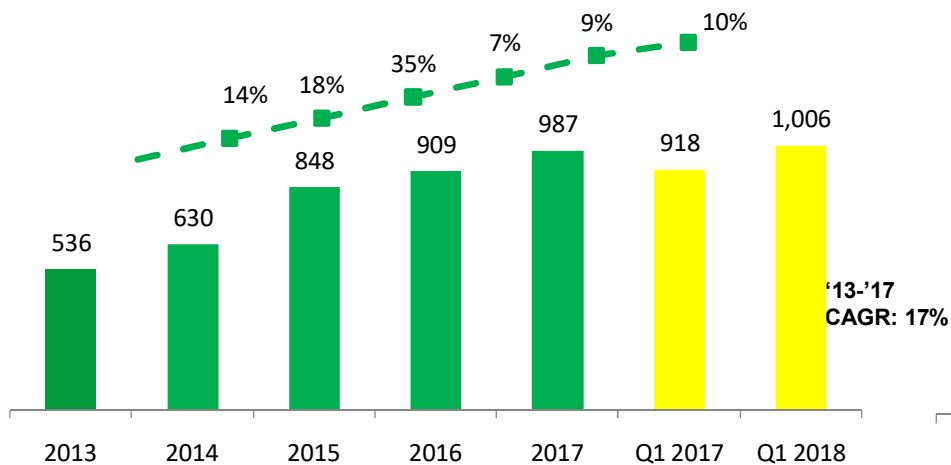
Net Loans (US\$BN) as of March 31, 2018



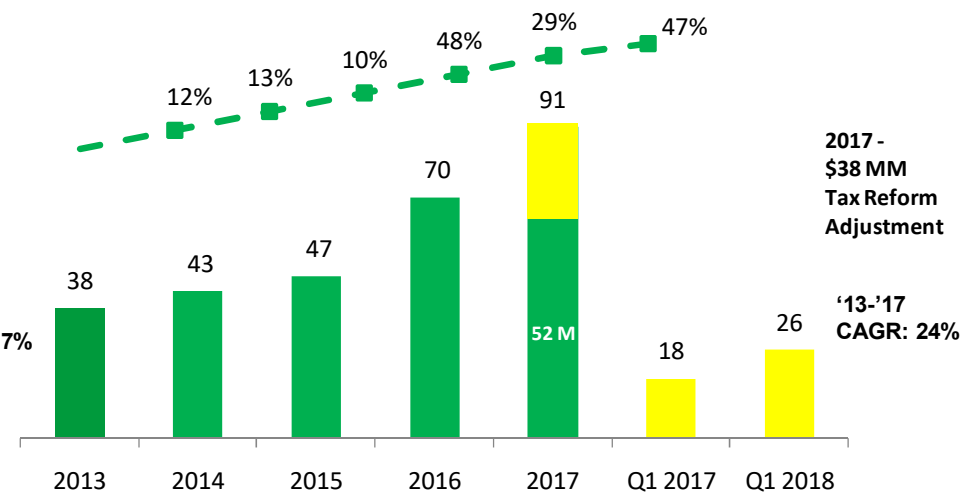
Deposits (US\$BN) as of March 31, 2018



Tier 1 Capital (US\$MM) as of March 31, 2018



***Net Income (US\$MM)** as of March 31, 2018





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.

The information contained herein is subject to, and must be read in conjunction with, all other publicly available information, including relevant document published by Banco de Crédito e Inversiones (“Bci”) or any of its related companies.

The forward-looking statements represent our views as of the date of this presentation and should not be relied upon as representing our views as of any date subsequent to the date of this presentation. We undertake no obligation to update any of these statements.

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Thank you.



Balance sheet

US\$ million (*)	2015	2016	2017	CAGR 2015-2017	1Q 2017	1Q 2018	%Δ
Cash	2,109	2,615	2,479	8.41%	2,235	3,205	43.40%
Securities	6,143	6,287	7,839	12.97%	6,407	7,375	15.11%
Loans	33,047	36,755	40,288	10.41%	36,854	41,704	13.16%
Other Financial Instruments	437	505	368	-8.22%	639	274	-57.11%
Fixed Assets	468	463	448	-2.19%	451	442	-1.99%
Other Assets	5,481	4,645	4,733	-7.08%	5,134	4,652	-9.38%
Total Assets	47,685	51,269	56,155	8.52%	51,720	57,652	11.47%
Deposits on Demand	13,337	13,580	15,801	8.85%	14,063	15,504	10.25%
Time Deposits	15,416	16,503	17,720	7.21%	16,235	18,804	15.83%
Interbank Borrowings	2,967	2,733	2,907	-1.00%	2,436	3,059	25.60%
Bonds Payable	6,335	7,290	8,320	14.60%	7,598	9,020	18.72%
Other Liabilities	6,315	6,990	6,884	4.41%	7,105	6,677	-6.02%
Equity	3,315	4,174	4,522	16.78%	4,284	4,587	7.09%
Total Liabilities	47,685	51,269	56,155	8.52%	51,720	57,652	11.47%

(*) Figures are converted to US\$ using an FX of USD/CLP of 603.39 (April 2nd 2018)



Balance sheet

CLP\$ million (*)	2015	2016	2017	CAGR 2015-2017	1Q 2017	1Q 2018	%Δ
Cash	1,272,552	1,577,565	1,495,732	8.41%	1,348,673	1,933,971	43.40%
Securities	3,706,721	3,793,351	4,730,198	12.97%	3,865,946	4,449,920	15.11%
Loans	19,939,945	22,177,574	24,309,484	10.41%	22,237,493	25,163,858	13.16%
Other Financial Instruments	263,561	304,533	222,030	-8.22%	385,367	165,297	-57.11%
Fixed Assets	282,556	279,496	270,291	-2.19%	272,187	266,778	-1.99%
Other Assets	3,307,431	2,802,713	2,855,661	-7.08%	3,097,675	2,807,100	-9.38%
Total Assets	28,772,766	30,935,232	33,883,396	8.52%	31,207,341	34,786,924	11.47%
Deposits on Demand	8,047,288	8,194,263	9,534,124	8.85%	8,485,689	9,355,168	10.25%
Time Deposits	9,301,896	9,957,688	10,692,346	7.21%	9,796,097	11,346,424	15.83%
Interbank Borrowings	1,790,090	1,648,764	1,754,356	-1.00%	1,469,703	1,846,007	25.60%
Bonds Payable	3,822,650	4,398,430	5,020,307	14.60%	4,584,320	5,442,553	18.72%
Other Liabilities	3,810,317	4,217,410	4,153,977	4.41%	4,286,905	4,028,803	-6.02%
Equity	2,000,525	2,518,677	2,728,286	16.78%	2,584,627	2,767,969	7.09%
Total Liabilities	28,772,766	30,935,232	33,883,396	8.52%	31,207,341	34,786,924	11.47%



Financial results

US\$ million (*)	2015	2016	2017	CAGR 2015-2017	1Q 2017	1Q 2018	%Δ
Net Interest Income	1,327	1,500	1,549	10.33%	367	392	6.85%
Net Service Fee Income	388	450	445	12.53%	103	114	10.08%
Operating Income	1,715	1,950	1,995	10.81%	470	505	7.56%
Other Operating Income	227	180	294	11.62%	93	112	20.2%
Provision for loan losses	-314	-304	-352	4.35%	-104	-96	-8.18%
Operating Income, net of loan losses, interest and fees	1,628	1,826	1,936	12.25%	459	522	13.70%
Personal salaries and expenses	-505	-618	-661	20.08%	-164	-191	16.10%
Administrative Expenses	-314	-374	-409	22.79%	-93	-99	5.92%
Depreciation and Amortization	-72	-91	-100	21.46%	-24	-25	5.89%
Total operating expenses	-966	-1,083	-1,170	17.31%	-282	-315	11.86%
Total Net Operating Income	662	704	893	14.10%	336	228	-32.15%
Income Tax	-114	-140	-278	53.62%	-103	-47	-54.49%
Consolidated Net Income for the Year	548	564	616	4.07%	233	181	-22.32%

(*) Figures are converted to US\$ using an FX of USD/CLP of 603.39 (April 2nd 2018)



Financial results

CLP\$ million (*)	2015	2016	2017	CAGR 2015-2017	1Q 2017	1Q 2018	%Δ
Net Interest Income	800,505	905,053	934,828	10.33%	221,146	236,288	6.85%
Net Service Fee Income	234,270	271,629	268,706	12.53%	62,256	68,531	10.08%
Operating Income	1,034,775	1,176,682	1,203,534	10.81%	283,402	304,819	7.56%
Other Operating Income	137,000	108,640	177,168	11.62%	56,324	67,684	20.2%
Provision for loan losses	-189,207	-183,412	-212,653	4.35%	-62,903	-57,759	-8.18%
Operating Income, net of loan losses, interest and fees	982,568	1,101,910	1,168,049	12.25%	276,823	314,744	13.70%
Personal salaries and expenses	-304,611	-372,631	-398,903	20.08%	-99,157	-115,125	16.10%
Administrative Expenses	-189,442	-225,489	-246,880	22.79%	-56,338	-59,674	5.92%
Depreciation and Amortization	-43,413	-55,108	-60,276	21.46%	-14,364	-15,210	5.89%
Total operating expenses	-583,056	-653,228	-706,059	17.31%	-169,859	-190,009	11.86%
Total Net Operating Income	399,512	424,889	538,979	14.10%	202,787	137,595	-32.15%
Income Tax	-68,689	-84,724	-167,554	53.62%	-61,931	-28,183	-54.49%
Consolidated Net Income for the Year	330,823	340,165	371,425	4.07%	140,856	109,412	-22.32%