Corporate Presentation

March 2017

Investor Relations Department | Email: Investor_Relations_Bci@Bci.cl
March 2017

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Main macroeconomic indicators

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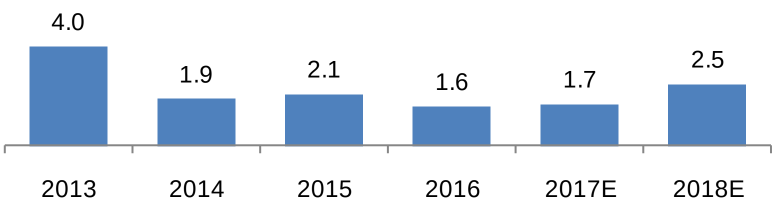
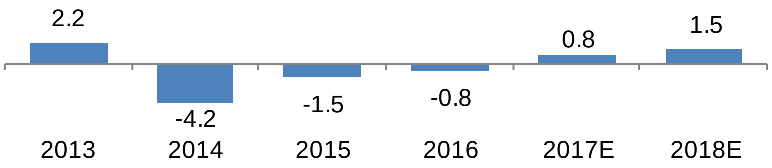
Main macroeconomic indicators

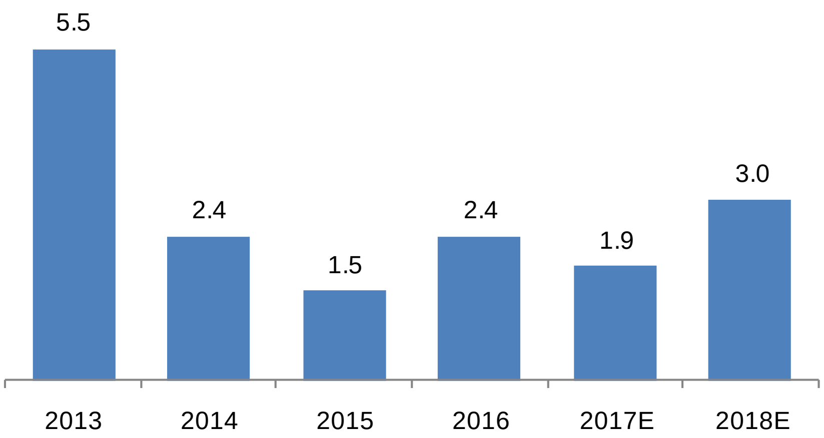
GDP (% YoY growth)



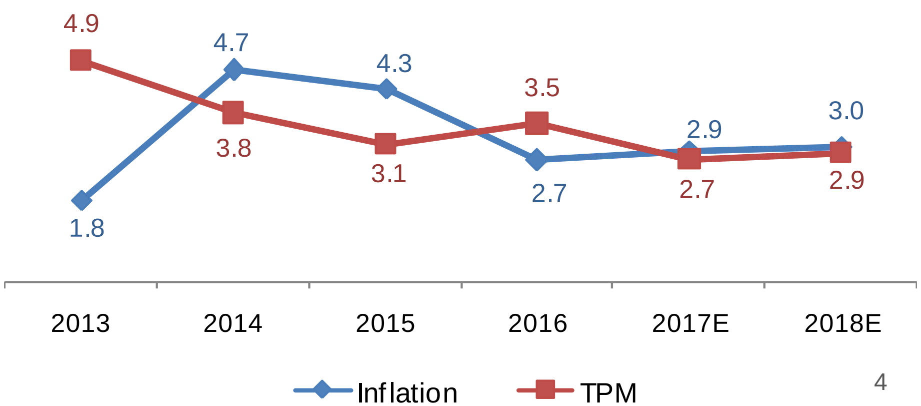
Investment (% YoY growth)



Private Consumption (% YoY growth)



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



Source: Bci Research, April 2017

Chilean macroeconomic indicators

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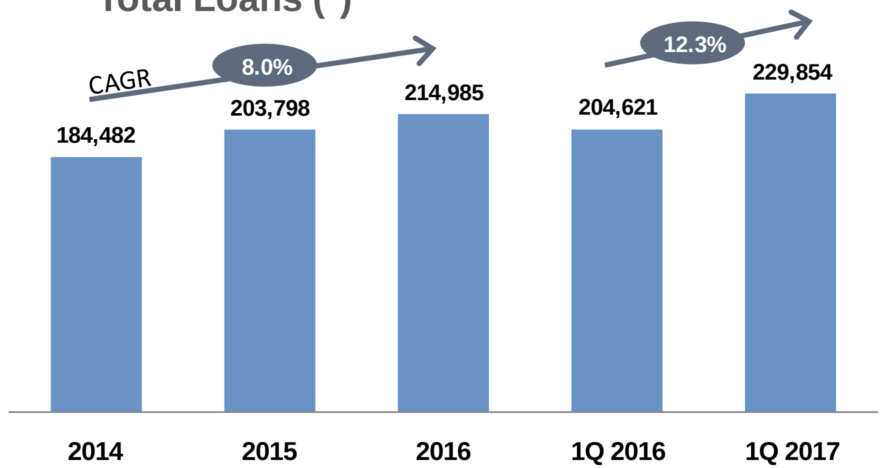
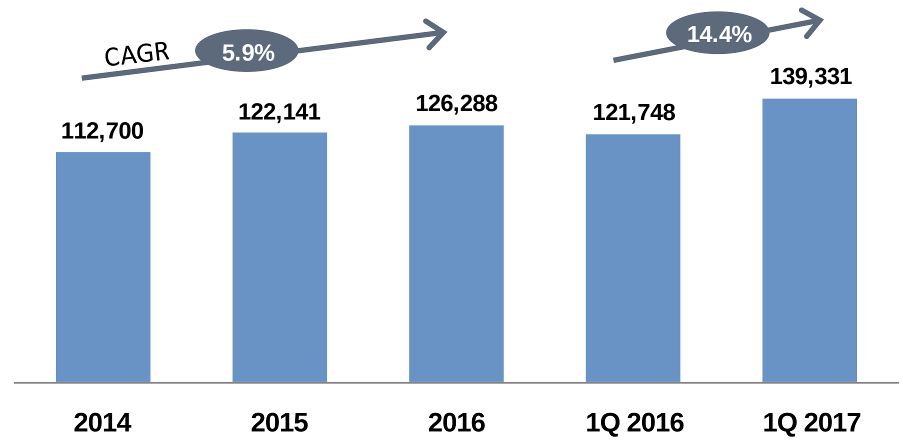
Financial System

Strong growth over the years (US$ Million)

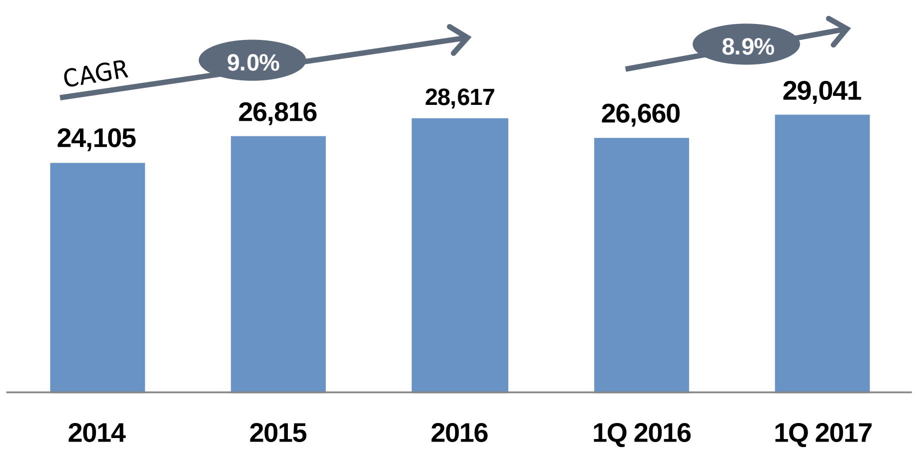
Total Loans (*)



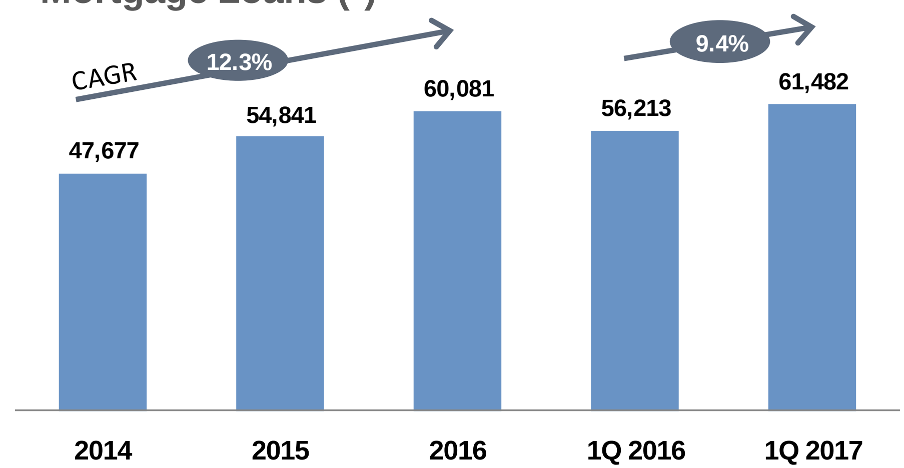
Commercial & Interbank Loans (*)



Consumer Loans (*)



Mortgage Loans (*)



Source: Superintendencia de Bancos e Instituciones Financieras de Chile (SBIF)
(*) Excludes CorpBanca investments in Colombia and Bci subsidiary in USA (CNB)
Figures are converted to US$ using an FX of USD/CLP of 663.97 (Apr 3rd 2017)

Banco de Crédito e Inversiones

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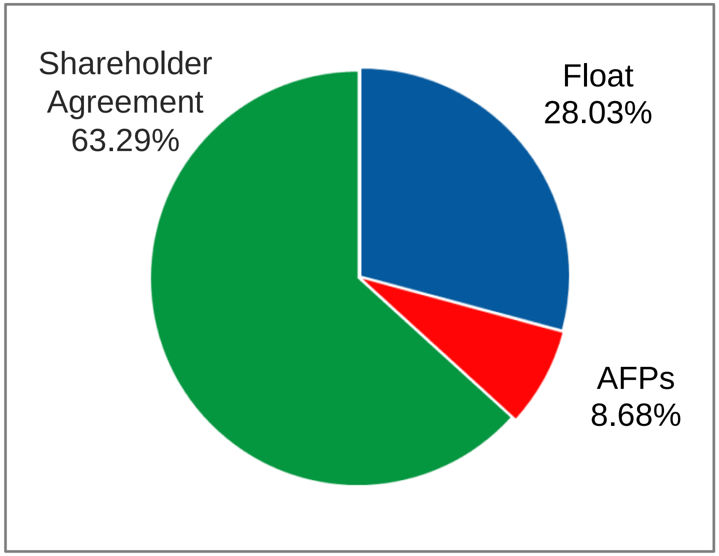
Shareholders and corporate governance

Shareholder structure as of march 2017



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
	Dionisio Romero Paoletti,	2010
	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

	March 2017 In US$ Million (*)		Market Share
Total Assets	**$ 47,001**		
Total Loans	**$ 34,075**		**14.82%**
Net Income (LTM) **	**$ 484**		**19.27%**
Market Capitalization	**$ 6,793**		
	Tier I		BIS ratio
Capital Ratios	**10.27%**		**13.42%**
	Moody's	S&P	Fitch
International Credit Ranking	**A1**	**A**	**A-**

ROAE* **	**16.67%**
ROAA* **	**1.35%**

(*) Figures are converted to US$ using an FX of USD/CLP of 663.97 (Apr 3rd 2017)
(**) Last 12 months income ended September 2015. This takes the monthly average equity and assets of the last 13 months.
(***) SBIF: 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

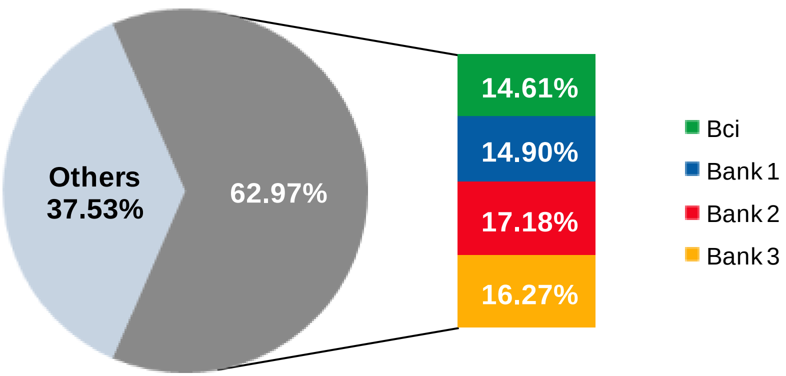
Strategy Execution

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
1	**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
2	**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
2	**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
3	**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

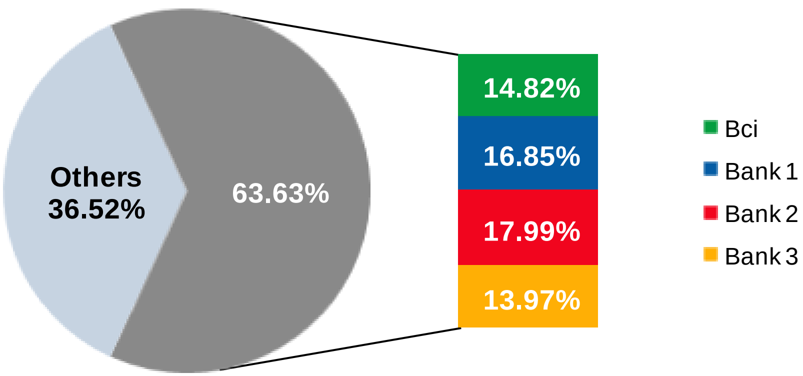
Market shares

3rd largest privately owned bank in Chile

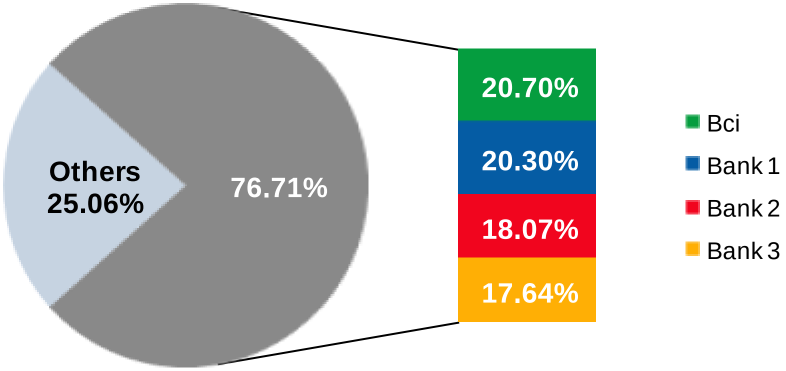
Total Assets



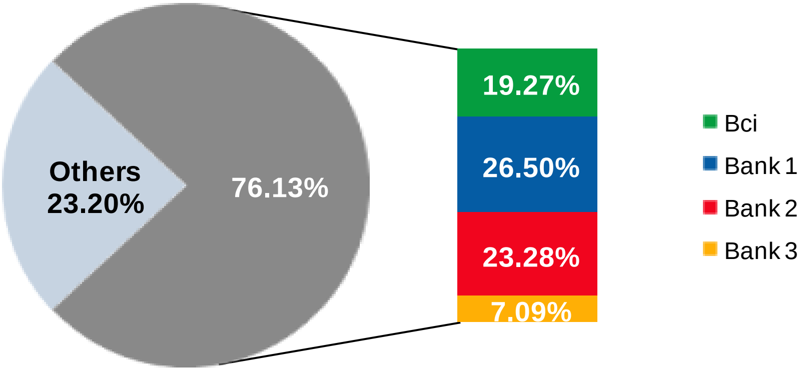
Total Loans



Non Interest Bearing Deposits (NIBD)



Net Income

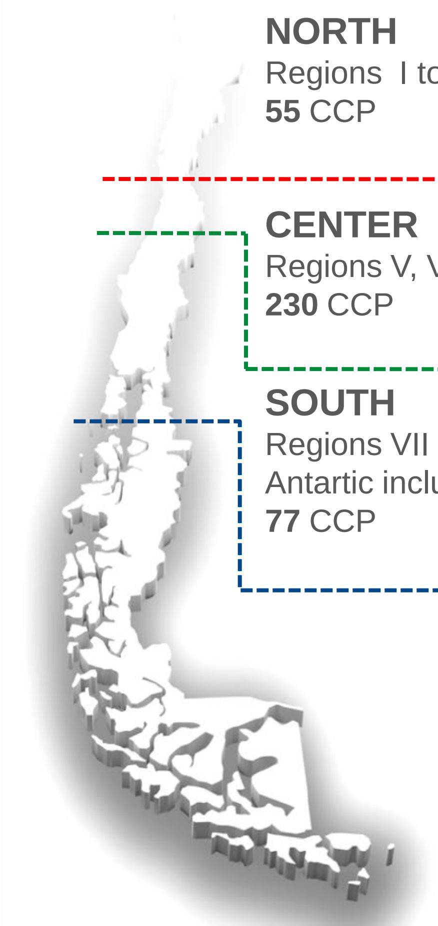


Source: SBIF , January 2017

National and international presence

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

362 National commercial contact points (CCP)

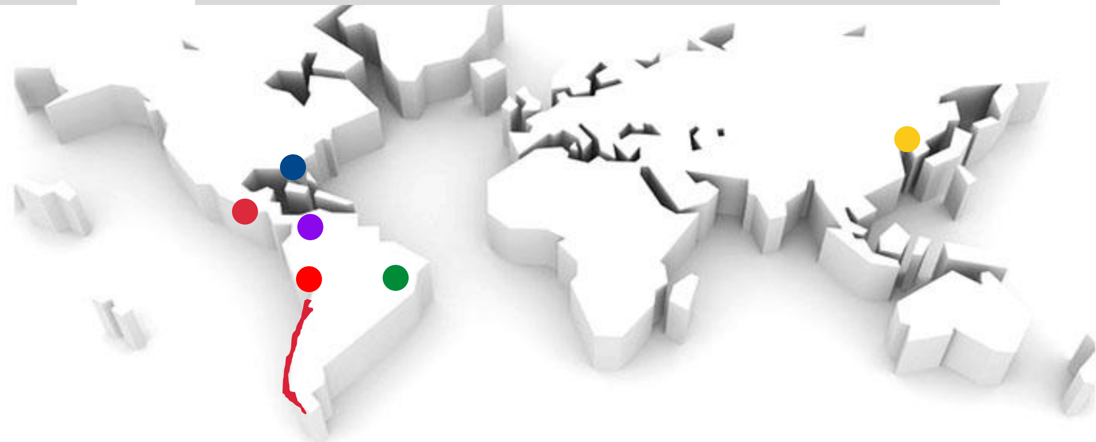


NORTH
Regions I to IV and XV
55 CCP

CENTER
Regions V, VI and RM
230 CCP

SOUTH
Regions VII to XII and XIV
Antartic included
77 CCP

Presence in 6 countries

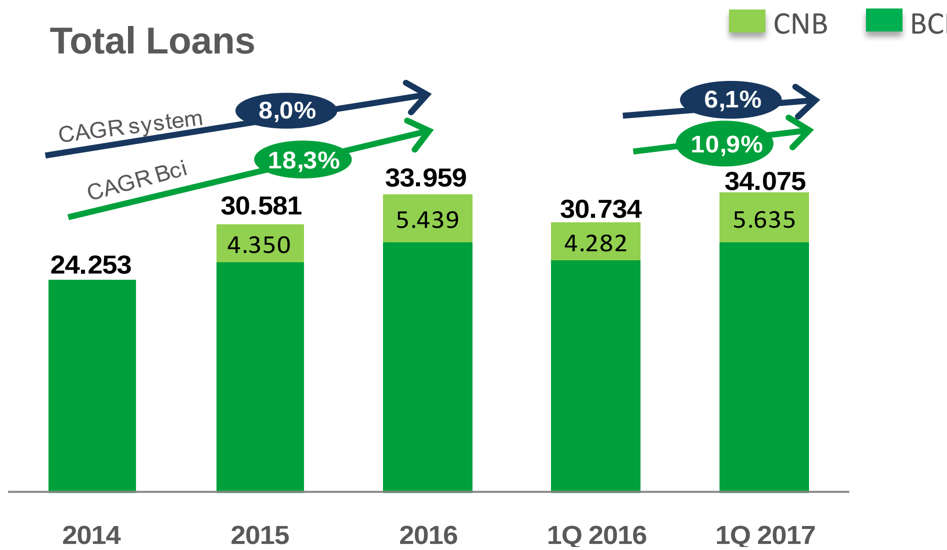


- Miami Branch + City National Bank
- Representation office in Mexico City
- Representation office in Lima, Peru
- Representation office in Sao Paulo, Brazil
- Representation office in Bogotá, Colombia
- Representation office in Shanghai, China

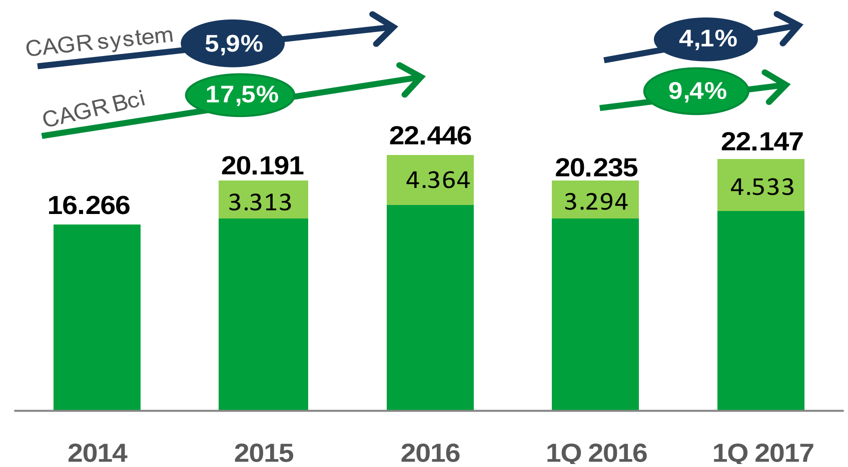
Loan portfolio

Bci has outperformed the financial system during 2014-2017 (US$ Million)

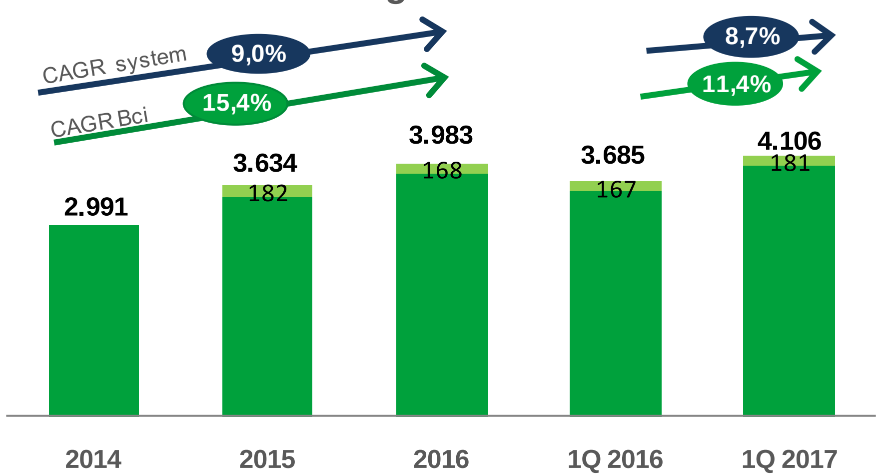
Total Loans



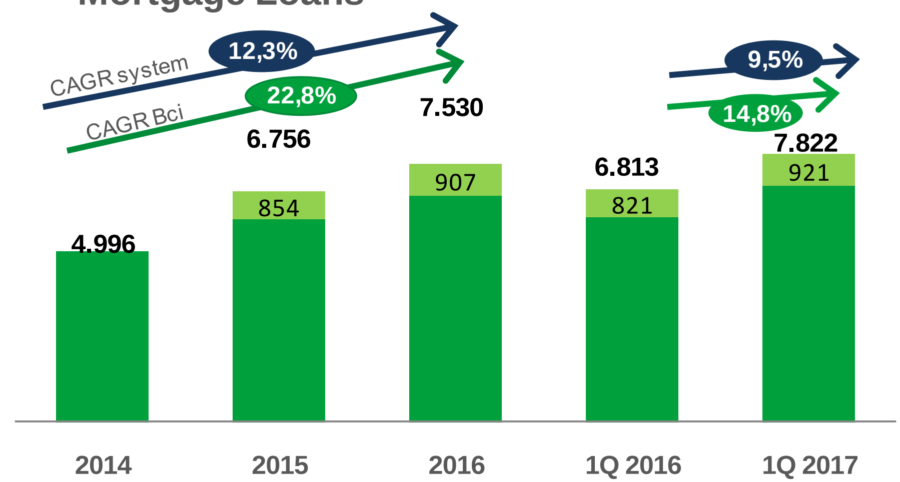
Commercial & Interbank Loans



Consumer lending Loans



Mortgage Loans

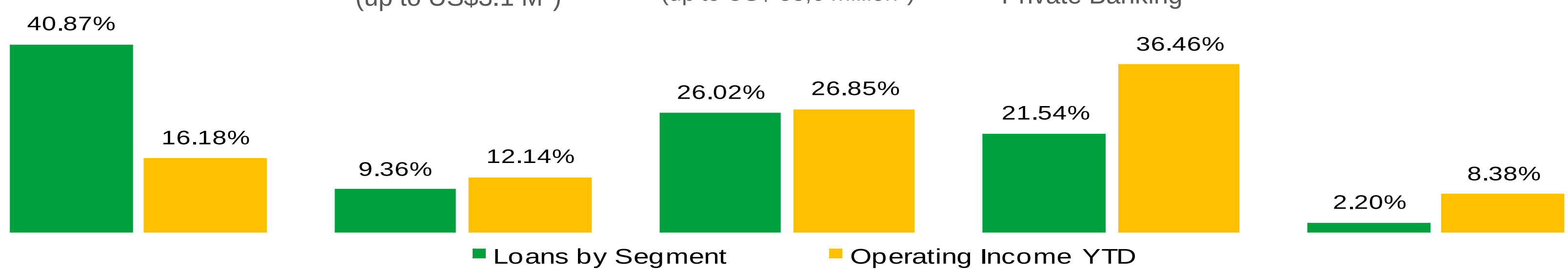


Source: Superintendencia de Bancos e Instituciones Financieras de Chile (SBIF).
Figures are converted to US$ using an FX of USD/CLP of 663.97 (Apr 3rd 2017).

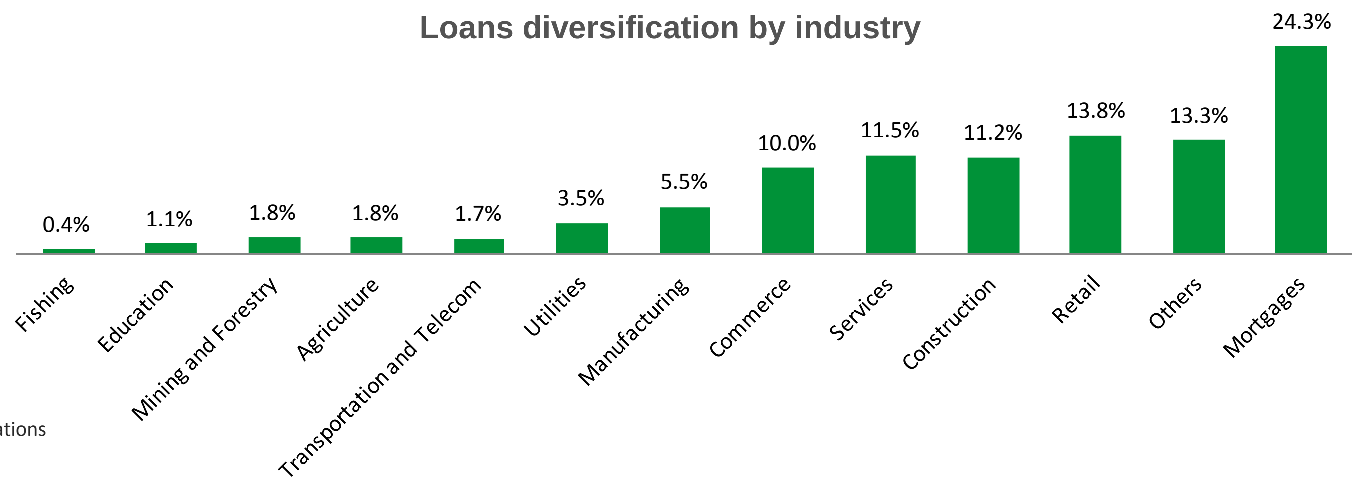
Loan portfolio Bci

Well diversified and balanced loan portfolio

Retail Banking	SMEs	Comercial Banking	CIB Comercial Division	CIB Finance Division
Individuals	Revenues < UF (up to US$3.1 M*)	Revenues > UF 80.000 (up to US$ 58,6 million*)	Corporate and Private Banking	



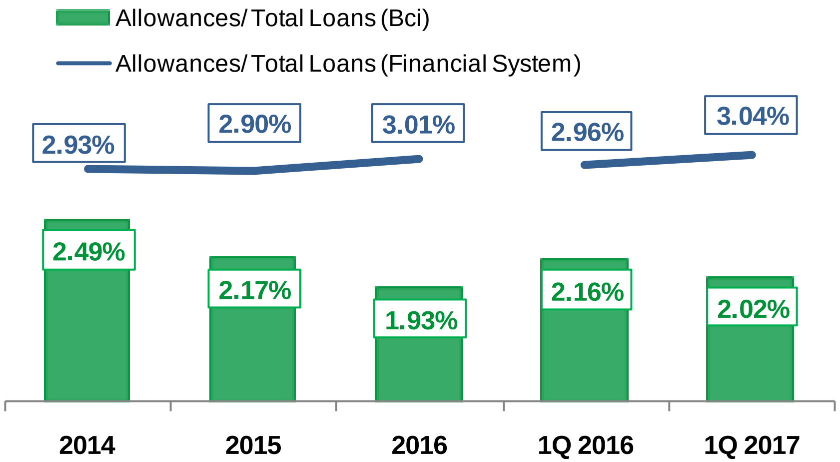
Loans diversification by industry



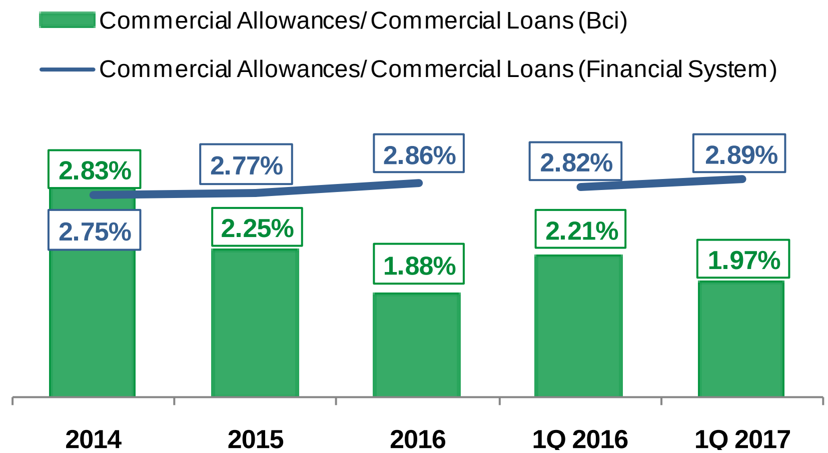
Risk indicators

Conservative risk management policies

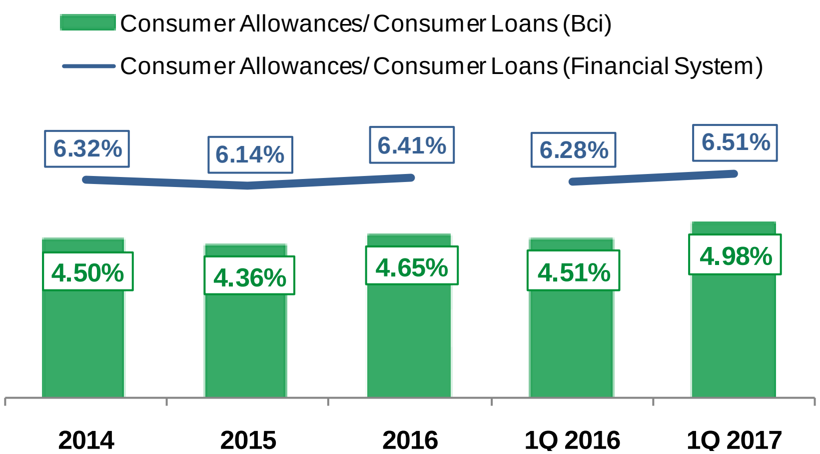
Risk Index Total Loans



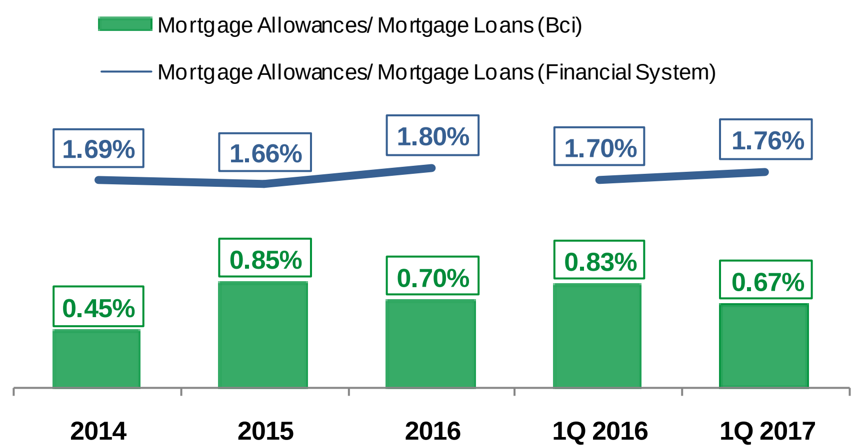
Risk Index Commercial Loans



Risk Index Consumer Loans



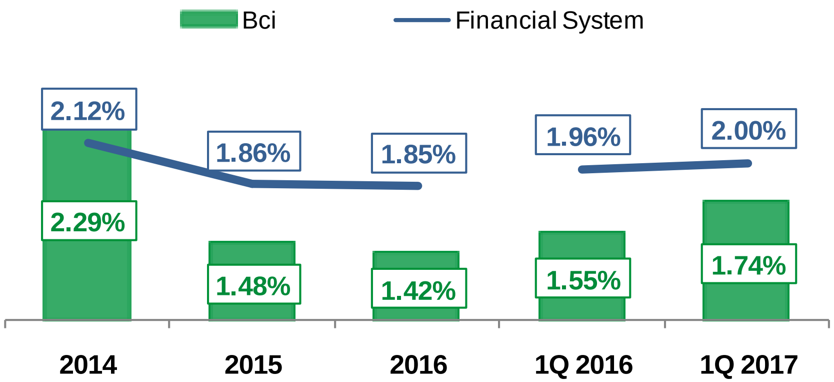
Risk Index Mortgage Loans



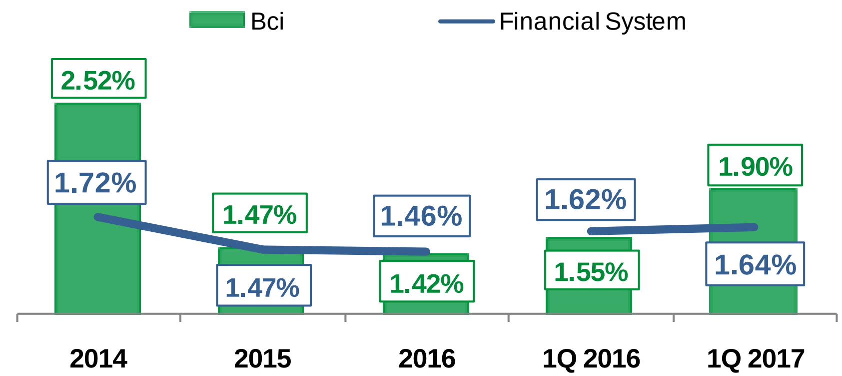
* Includes additional allowances. Total loans include interbank loans

Conservative risk management policies

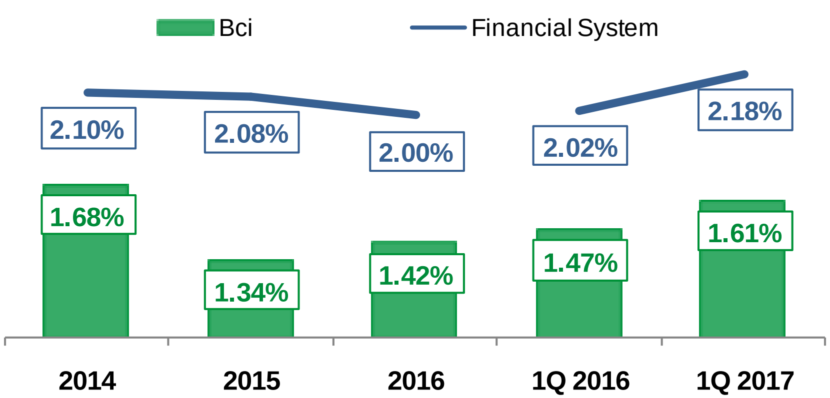
NPL Ratio (NPLs/Total Client Loans)



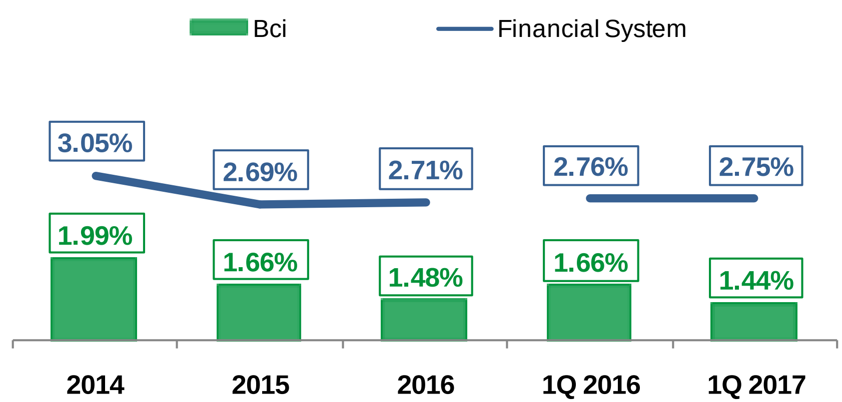
NPL Ratio (Commercial Loans)



NPL Ratio (Consumer Loans)

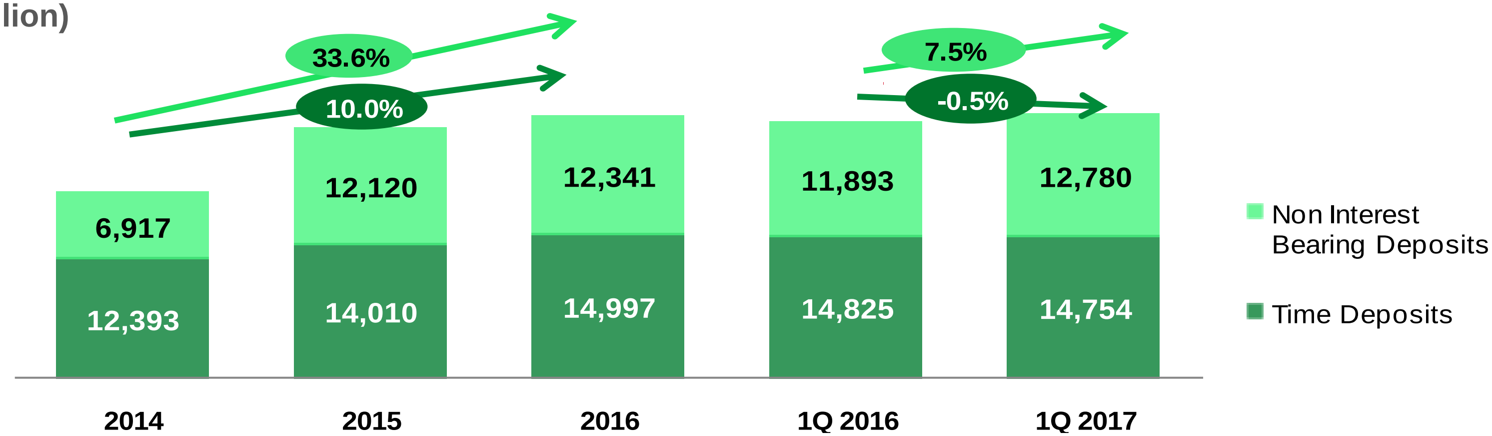


NPL Ratio (Mortgage Loans)



Strong time deposit growth with retail customer base

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



Local Funding

Amount placed (US$ million)	Type of instrument	Currency	Term
1,366	Subordinated Bonds	UF	30 years
3,216	Current Bonds	UF	5 -10 years
493	Current Bonds	CLP	5 years

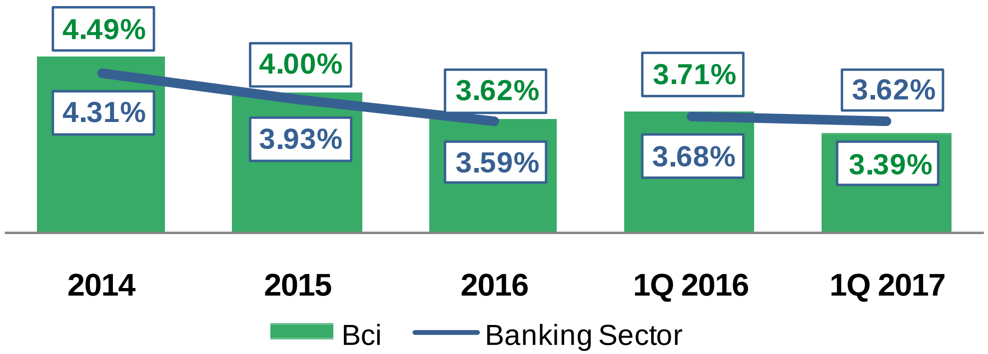
International Funding

	Amount placed (US$ million)	Type of instrument	Country/ Region	Term
2013	496	144 A Bond	USA	10 years
	149	Bond	Switzerland	4 years
2014	150	Bond	Switzerland	5 years
	146	Bond	Japan	3-5 years
	149	Bond	Switzerland	5 years
2016	21	Bond	Europe	8 years
	88	Bond	Switzerland	5 years

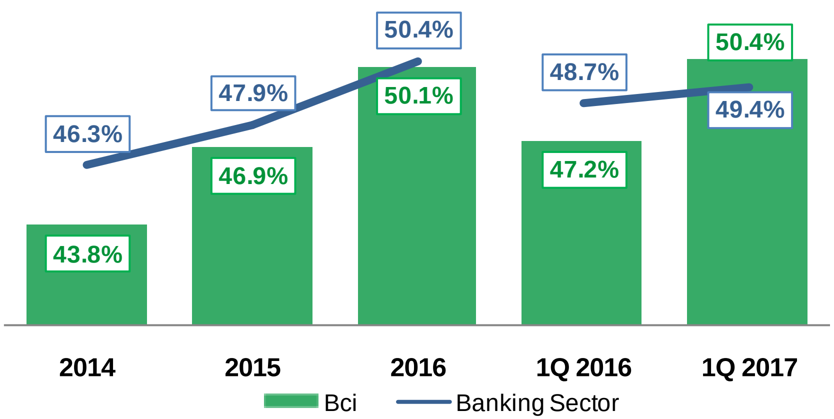
Figures in Local and International Funding are converted to US$ using an FX of USD/CLP of 663.97 (Apr 3rd 2017) and a UF of $ 26,471.94 (March 31th 2017).

Profitability

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

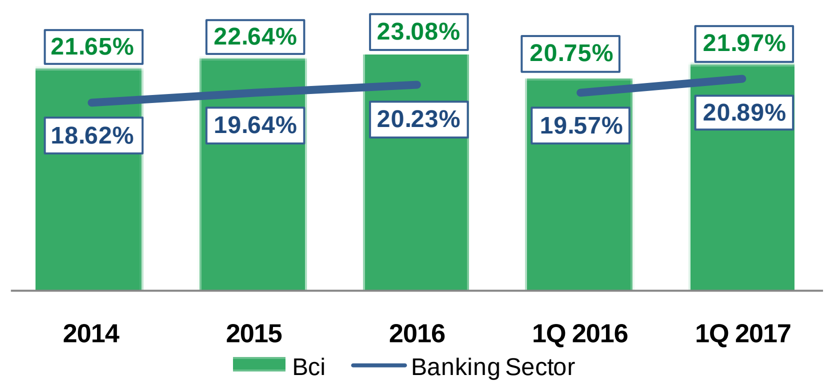


Efficiency ratio (**)



Fee income ratio

(Net Fees/ Net Fees + Net Interest Margin)

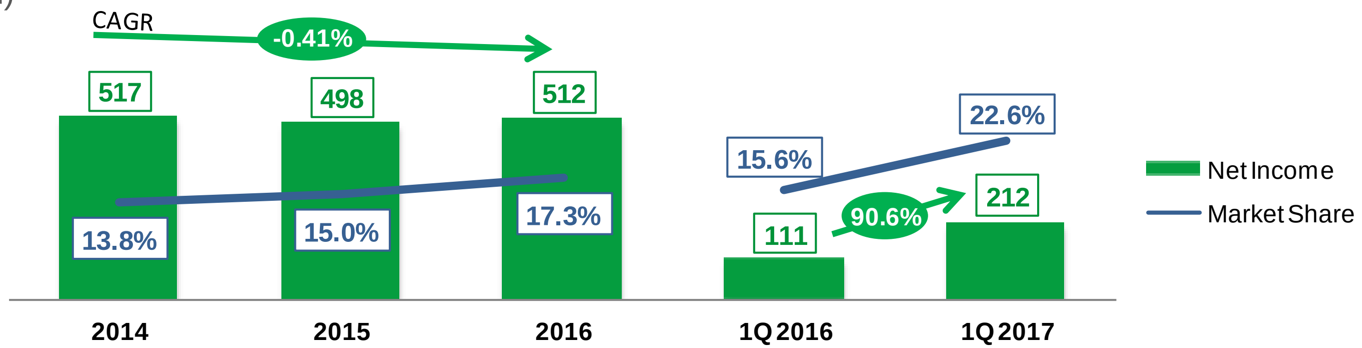


(*) This is the average of the last 13 months for interest earning assets. Interest earning assets include: total loans, trading portfolio financial assets, investments under agreements to resell, Financial investments available for sale, and held –to- maturity securities.
(**) Efficiency ratio as calculated by SBIF (operating expenses excl other operating expenses/gross operating result including additional allowances) using YTD figures.

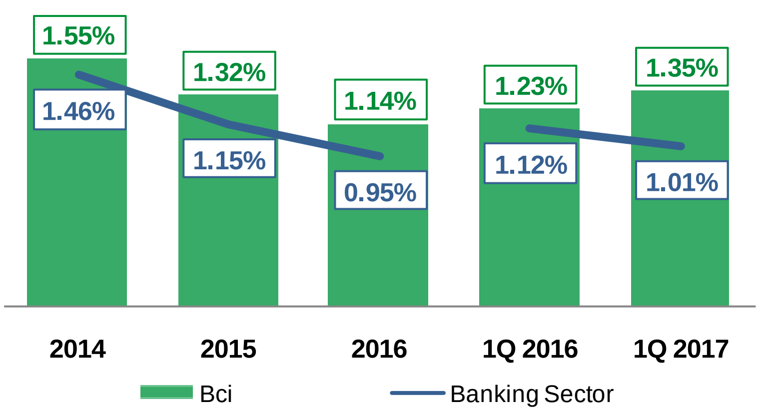
Profitability

Sustained and profitable growth

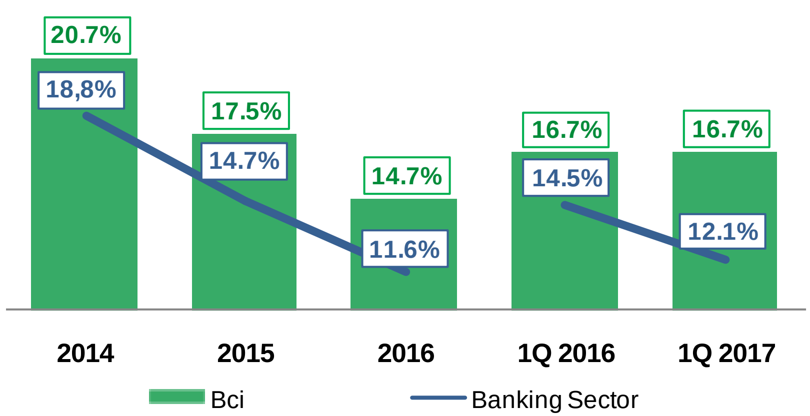
Net Income and Market Share
(US$ Million)



ROAA (*)



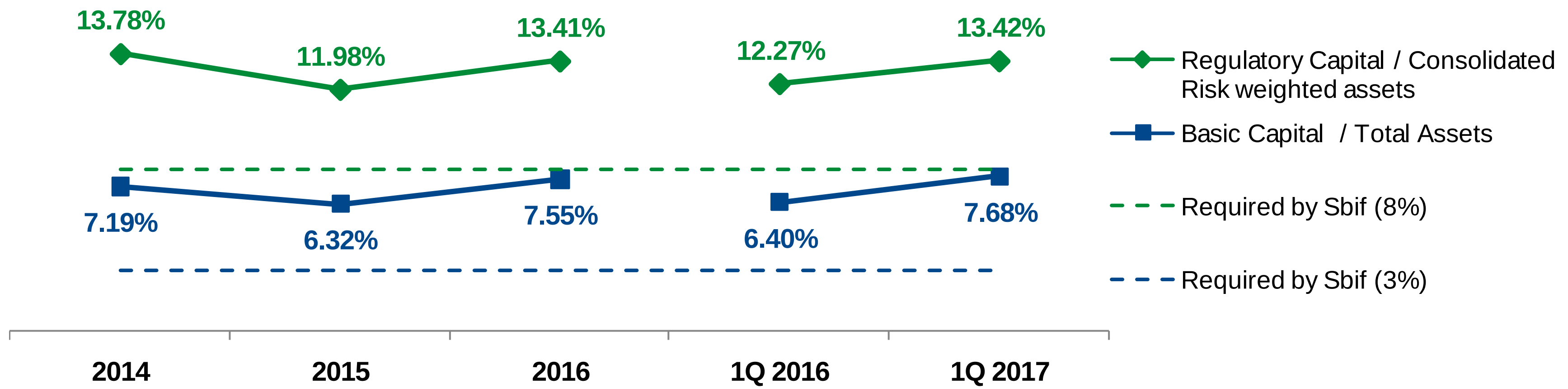
ROAE (*)



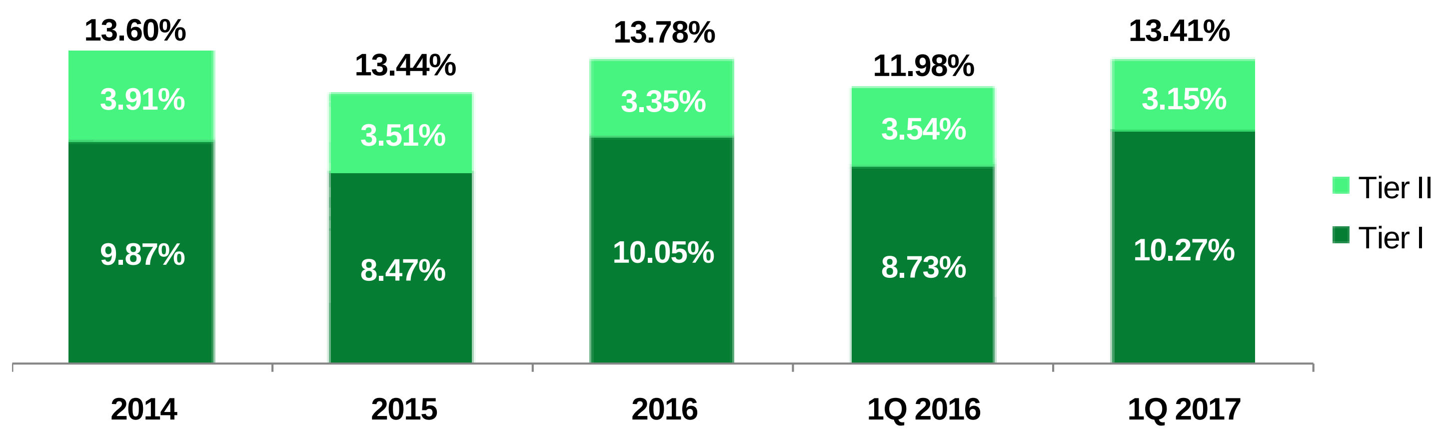
(*) SBIF: the accumulated result for a period of 12 mobile months on equity and average total assets closing balances for 13 months.

Capitalization

Bci capitalization well above regulatory requirements



Bis Ratio



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

City National Bank of Florida

Bci

Simulation of Bci stand alone and City National Bank of Florida

US$ million (*)	Bci	CMF Owner CNB(1)	Adjust	Consolidated
Cash	1,608	423	0	2,031
Securities	3,911	1,912	0	5,822
Loans and receivables net (**)	27,895	5,597	0	33,492
Other Financial Instruments	1,276	82	-904	455
Fixed Assets	346	64	0	410
Other Assets	4,370	295	0	4,665
Total Assets (**)	**39,406**	**8,373**	**-904**	**46,875**
Deposits on Demand	7,866	4,914	0	12,780
Time Deposits	13,652	1,101	0	14,754
Interbank Borrowings	2,214	0	0	2,214
Bonds Payable	6,904	0	0	6,904
Other Liabilities	4,877	1,453	0	6,331
Equity	3,892	905	-904	3,893
Total Liabilities	**39,406**	**8,373**	**-904**	**46,875**

(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 663.97 (Apr 3rd 2017)
(**) Loans are net from allowances.

City National Bank
Bci FINANCIAL GROUP

Simulation of Bci stand alone and City National Bank of Florida

US$ million (*)	Bci	CMF Owner CNB([1])	Adjust	Consolidated
Net Interest Income	278	55		333
Net Service Fee Income	89	5		94
Operating Income	**366**	**60**		**427**
Other Operating Income	73	12		85
Provision for loan losses	-91	-4		-95
Operating Income, net of loan losses, interest and fees	**348**	**69**		**417**
Personal salaries and expenses	-128	-22		-149
Administrative Expenses	-75	-9		-85
Depreciation and Amortization	-21	-1		-22
Total operating expenses	**-224**	**-32**		**-256**
Total Net Operating Income	**291**	**37**	**-23**	**305**
Income Tax	-79	-14		-93
Consolidated Net Income	**212**	**23**	**-23**	**212**

([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 663.97 (Apr 3rd 2017)

Financial Highlights*

Balance Sheet

- Total Assets increased by $1.4 Billion to $8.5 Billion (20% increase vs. March 2016)
- New Loan Commitments of $572 Million (465 CNB + 107 CNCF) (150% increase vs. March 2016)
- Total Gross Loans increased by $1.15 Billion to $5.4 billion (27% increase vs. March 2016)
- Deposits increased by $1.3 Billion to $6.0 billion (27% increase vs. March 2016). DDA accounts for 36.48% of all deposits

Income Statement

- Loan Interest Income of $53 million (28% increase vs. Q1 2016)
- Investment Portfolio Interest Income of $11 million (9% increase)
- Net Interest Income of $58 million (18% increase)
- Net Income after Taxes of $24 million (83% increase)
- Core Earnings of $44 million (57% increase)

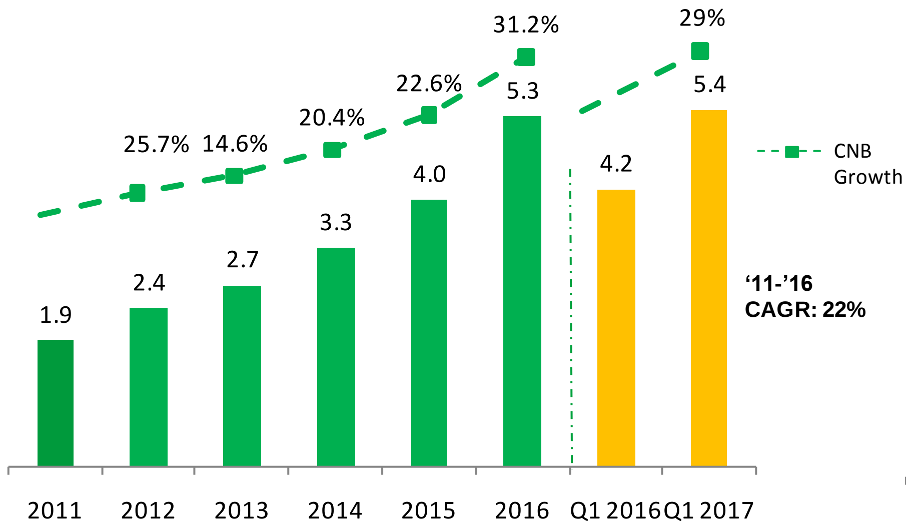
Key Metrics

- Tier 1 Capital of $918 million; Tier 1 Ratio 14.74% ; Tier 1 Leverage 11.29%
- Excess Capital over 10% Hurdle $121 million
- NPLs / Total Loans of .48% ; NPLs / Total Capital of 2.84%; ALLL(*) / NPLs of 163.68%
- Efficiency Ratio 44.15%
- ROATCE – 10.52% ; ROAA – 1.20%; Core ROATE 19.20%

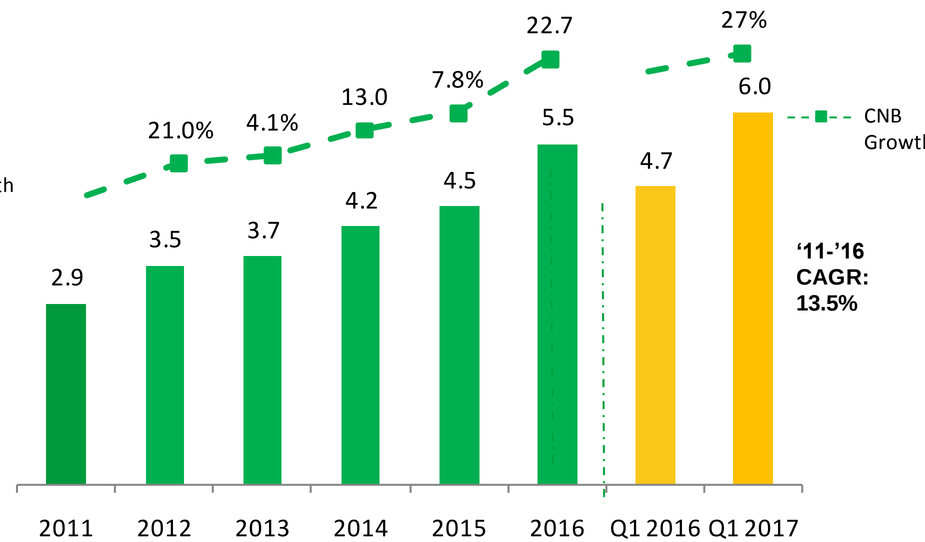
(*) Year-to-Date 03/31/2017

CNB has maintained continuous growth

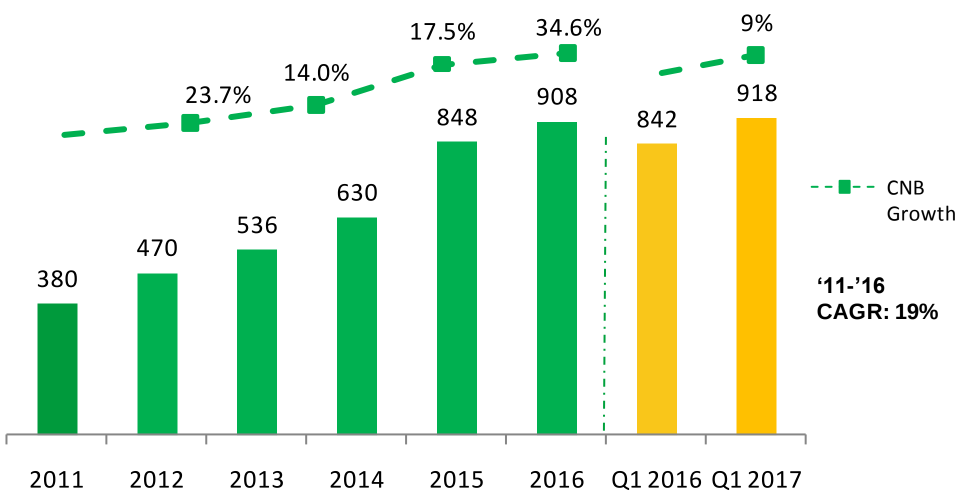
Net Loans (US$bn) *as of March 31, 2017*



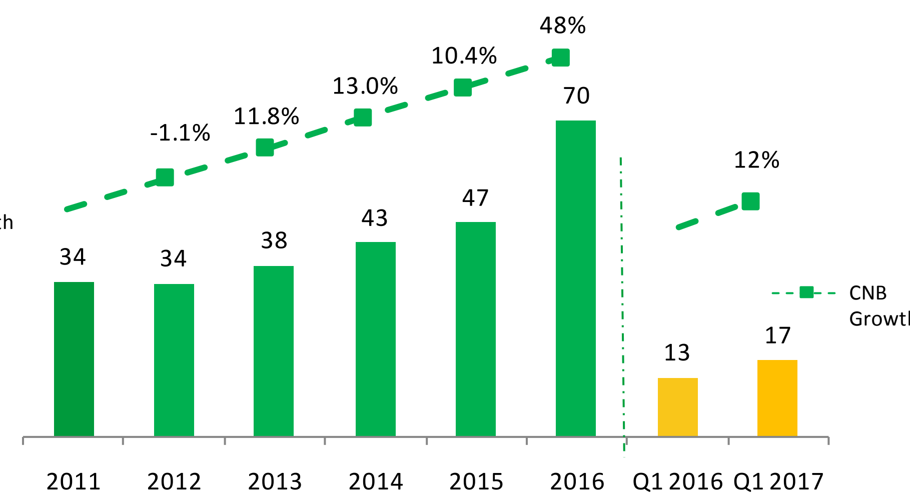
Deposits (US$bn) *as of March 31, 2017*



Tier 1 Capital (US$Mn) *as of March 31, 2017*



***Net Income (US$Mn)** *as of March 31, 2017*



Source: City National Bank :
Note: Net income normalized in 2013 by removing a goodwill impairment loss of US$165mm, and normalized in 2012 by removing tax refunds

City National Bank
Bci FINANCIAL GROUP

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Thank you.

Balance sheet

US$ million (*)	2013	2014	2015	2016	CAGR 2013-2016	1Q 2016	1Q 2017	%Δ
Cash	1,900	2,331	1,917	2,376	7.73%	2,650	2,376	-10.33%
Securities	2,977	3,143	5,583	5,713	24.26%	5,483	5,713	4.19%
Loans	21,883	24,252	30,031	33,401	15.14%	30,164	33,401	10.73%
Other Financial Instruments	121	152	397	459	56.08%	419	459	9.43%
Fixed Assets	351	348	426	421	6.25%	420	421	0.34%
Other Assets	3,340	5,722	4,981	4,221	8.12%	5,196	4,221	-18.76%
Total Assets	**30,572**	**35,948**	**43,334**	**46,591**	**15.08%**	**44,332**	**46,591**	**5.10%**
Deposits on Demand	5,905	6,917	12,120	12,341	27.86%	11,893	12,341	3.77%
Time Deposits	11,609	12,393	14,010	14,997	8.91%	14,825	14,997	1.16%
Interbank Borrowings	2,266	2,521	2,696	2,483	3.09%	2,313	2,483	7.37%
Bonds Payable	4,381	4,969	5,757	6,624	14.78%	5,776	6,624	14.69%
Other Liabilities	4,029	6,437	5,739	6,352	16.38%	6,430	6,352	-1.22%
Equity	**2,383**	**2,712**	**3,013**	**3,793**	**16.77%**	3,095	3,793	22.55%
Total Liabilities	**30,572**	**35,948**	**43,334**	**46,591**	**15.08%**	**44,332**	**46,591**	**5.10%**

(*) Figures are converted to US$ using an FX of USD/CLP of 663.97 (Apr 3rd 2017)

Balance sheet

CLP$ million (*)	2013	2014	2015	2016	CAGR 2013-2016	1Q 2016	1Q 2017	%∆
Cash	1,261,766	1,547,758	1,272,552	1,577,565	7.73%	1,759,318	1,348,673	-23.34%
Securities	1,976,887	2,086,992	3,706,721	3,793,351	24.26%	3,640,746	3,865,946	4.19%
Loans	14,529,469	16,102,488	19,939,945	22,177,574	15.14%	20,028,298	22,237,493	10.73%
Other Financial Instruments	80,093	101,086	263,561	304,533	56.08%	278,289	385,367	9.43%
Fixed Assets	233,019	230,785	282,556	279,496	6.25%	278,545	272,187	0.34%
Other Assets	2,217,759	3,799,385	3,307,431	2,802,713	8.12%	3,449,854	3,097,675	-18.76%
Total Assets	**20,298,993**	**23,868,494**	**28,772,766**	**30,935,232**	**15.08%**	**29,435,050**	**31,207,341**	**5.10%**
Deposits on Demand	3,920,617	4,592,440	8,047,288	8,194,263	27.86%	7,896,530	8,485,689	3.77%
Time Deposits	7,707,698	8,228,609	9,301,896	9,957,688	8.91%	9,843,343	9,796,097	1.16%
Interbank Borrowings	1,504,728	1,673,565	1,790,090	1,648,764	3.09%	1,535,556	1,469,703	7.37%
Bonds Payable	2,908,623	3,298,967	3,822,650	4,398,430	14.78%	3,835,047	4,584,320	14.69%
Other Liabilities	2,675,227	4,273,949	3,810,317	4,217,410	16.38%	4,269,378	4,286,905	-1.22%
Equity	**1,582,100**	**1,800,964**	**2,000,525**	2,518,677	16.77%	2,055,196	2,584,627	22.55%
Total Liabilities	**20,298,993**	**23,868,494**	**28,772,766**	**30,935,232**	**15.08%**	**29,435,050**	**31,207,341**	**5.10%**

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Financial results

US$ million (*)	2013	2014	2015	2016	CAGR 2013-2016	1Q 2016	1Q 2017	%Δ
Net Interest Income	977	1,157	1,206	1,363	11.72%	338	333	-1.32%
Net Service Fee Income	294	320	353	409	11.64%	88	94	6.11%
Operating Income	**1,272**	**1,476**	**1,558**	**1,772**	**11.70%**	**426**	**427**	**0.23%**
Other Operating Income	232	214	206	164	-11.01%	27	85	218.4%
Provision for loan losses	-239	-294	-285	-276	4.95%	-66	-95	42.74%
Operating Income, net of loan losses, interest and fees	**1,265**	**1,396**	**1,480**	**1,660**	**9.48%**	**386**	**417**	**7.97%**
Personal salaries and expenses	-379	-417	-459	-561	13.93%	-130	-149	14.86%
Administrative Expenses	-234	-247	-285	-340	13.27%	-77	-85	9.70%
Depreciation and Amortization	-61	-62	-65	-83	10.88%	-19	-22	11.69%
Total operating expenses	**-719**	**-773**	**-878**	**-984**	**11.03%**	**-227**	**-256**	**12.83%**
Total Net Operating Income	**546**	**623**	**602**	**640**	**5.44%**	**155**	**305**	**97.18%**
Income Tax	-94	-107	-103	-128	10.89%	-44	-93	114.12%
Consolidated Net Income for the Year	**452**	**517**	**498**	**512**	**4.24%**	**111**	**212**	**90.55%**

(*) Figures are converted to US$ using an FX of USD/CLP of 663.97 (Apr 3rd 2017)

Financial results

CLP$ million (*)	2013	2014	2015	2016	CAGR 2013-2016	1Q 2016	1Q 2017	%∆
Net Interest Income	649,025	767,979	800,505	905,053	11.72%	224,094	221,146	-1.32%
Net Service Fee Income	195,215	212,213	234,270	271,629	11.64%	58,671	62,256	6.11%
Operating Income	**844,240**	**980,192**	**1,034,775**	**1,176,682**	**11.70%**	**282,765**	**283,402**	**0.23%**
Other Operating Income	154,152	142,197	137,000	108,640	-11.01%	17,691	56,324	218.4%
Provision for loan losses	-158,654	-195,310	-189,207	-183,412	4.95%	-44,068	-62,903	42.74%
Operating Income, net of loan losses, interest and fees	**839,738**	**927,079**	**982,568**	**1,101,910**	**9.48%**	**256,388**	**276,823**	**7.97%**
Personal salaries and expenses	-251,957	-276,646	-304,611	-372,631	13.93%	-86,325	-99,157	14.86%
Administrative Expenses	-155,158	-163,748	-189,442	-225,489	13.27%	-51,355	-56,338	9.70%
Depreciation and Amortization	-40,428	-40,860	-43,413	-55,108	10.88%	-12,861	-14,364	11.69%
Total operating expenses	**-477,309**	**-513,107**	**-583,056**	**-653,228**	**11.03%**	**-150,541**	**-169,859**	**12.83%**
Total Net Operating Income	**362,429**	**413,972**	**399,512**	**424,889**	**5.44%**	**102,843**	**202,787**	**97.18%**
Income Tax	-62,135	-71,000	-68,689	-84,724	10.89%	-28,924	-61,931	114.12%
Consolidated Net Income for the Year	**300,294**	**342,972**	**330,823**	**340,165**	**4.24%**	**73,919**	**140,856**	**90.55%**

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