



Corporate Presentation 4Q 2021

Investor Relations Department | Email: Investor_Relations_Bci@Bci.cl

February 2022





Bci at a glance



Leading financial institution in Chile in Assets...

Profitable and financially sound

as of December 2021

US\$81.88 bn
(+21.0% YoY)
Total assets

US\$49.28 bn
(+16.1% YoY)
Total loans

US\$616.3 mm
Net Income YTD
(ROAE 12.58%)

US\$4.54 bn
Market Cap¹

Credit rating profile:

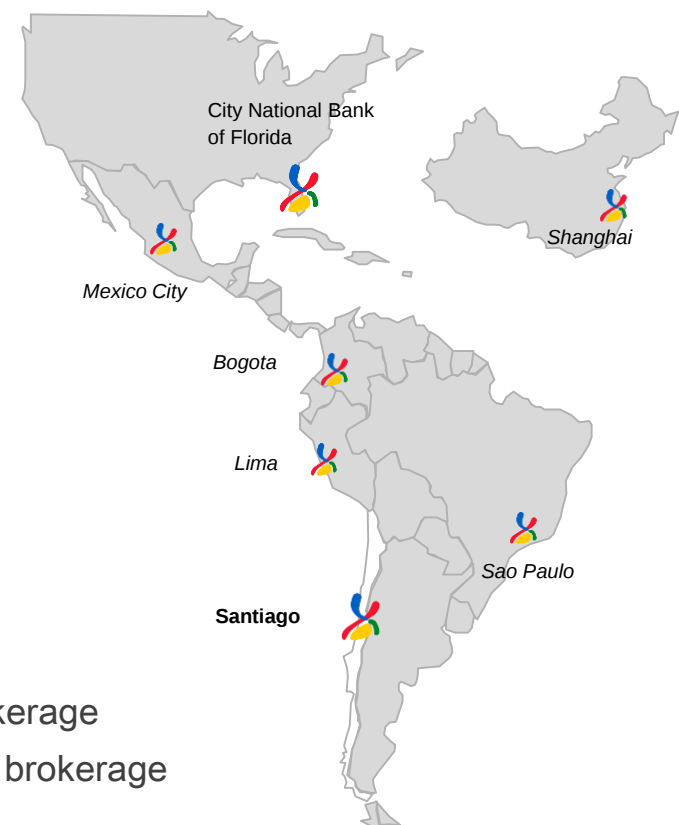
A2 **A-** **A-**
MOODY'S S&P Global Ratings Fitch Ratings

Retail, Wholesale and Investment bank

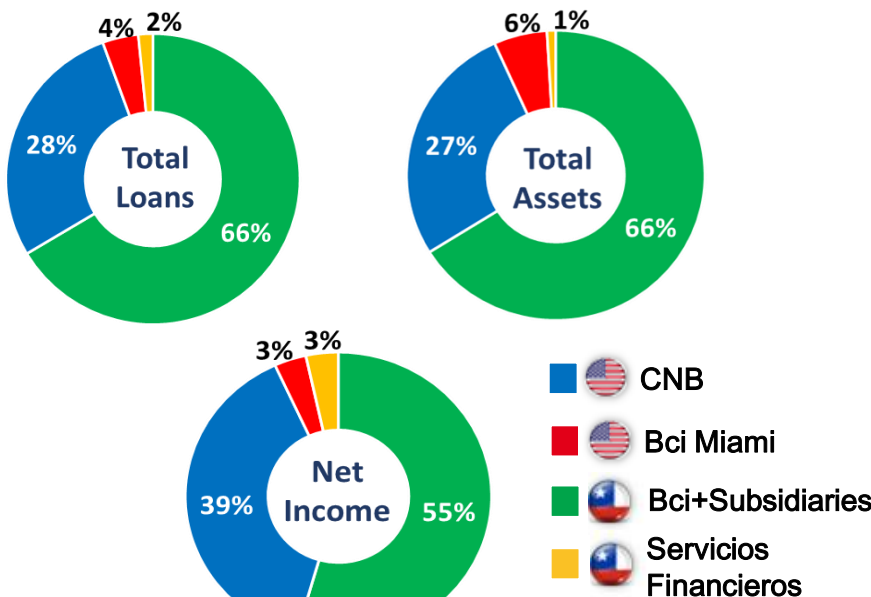
- Segments (Affluent, Mass Affluent, Mass Market)
- SMEs
- Credit Cards
- Mortgage
- Consumer loans
- Deposits
- Commercial Bank
- Private bank
- Treasury Products
- Corporate Banking
- Asset Management
- Cash Management
- Factoring
- Leasing
- Stock brokerage
- Insurance brokerage

Diversified business model

- Largest bank in Chile (total loans)
- 3rd Largest Florida-based bank



Bci/Subsidiary Diversification



New Lines of Business



Note: Figures are converted to US\$ using an FX of USD/CLP of 844.69 (January 3th 2022); 1 Bloomberg as of December, 2021

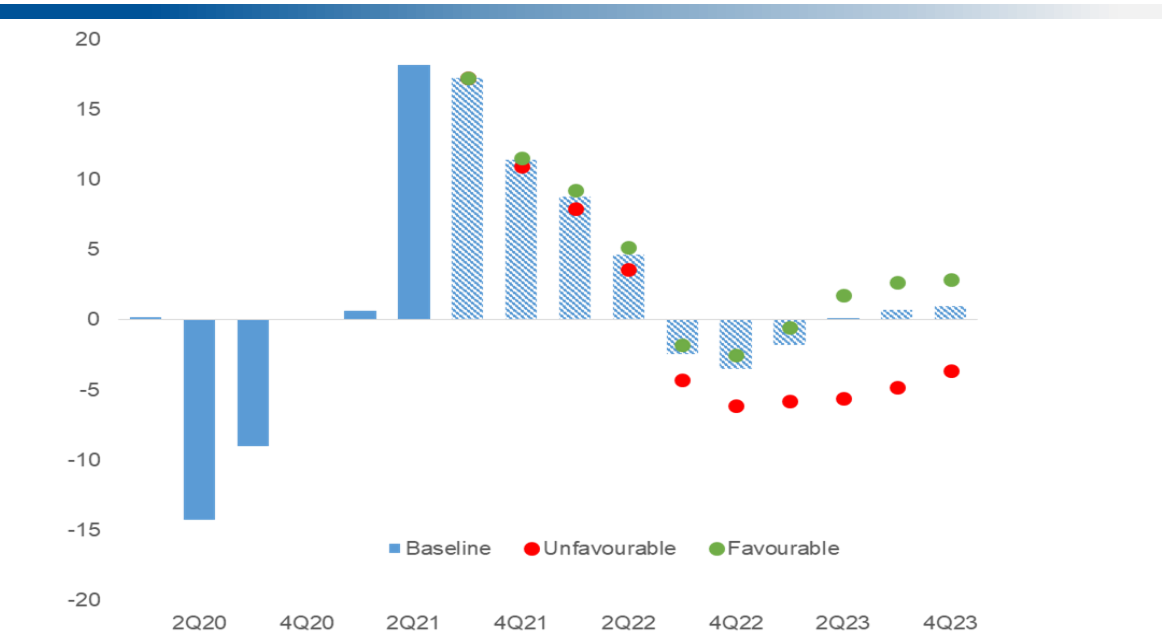


Chilean financial system

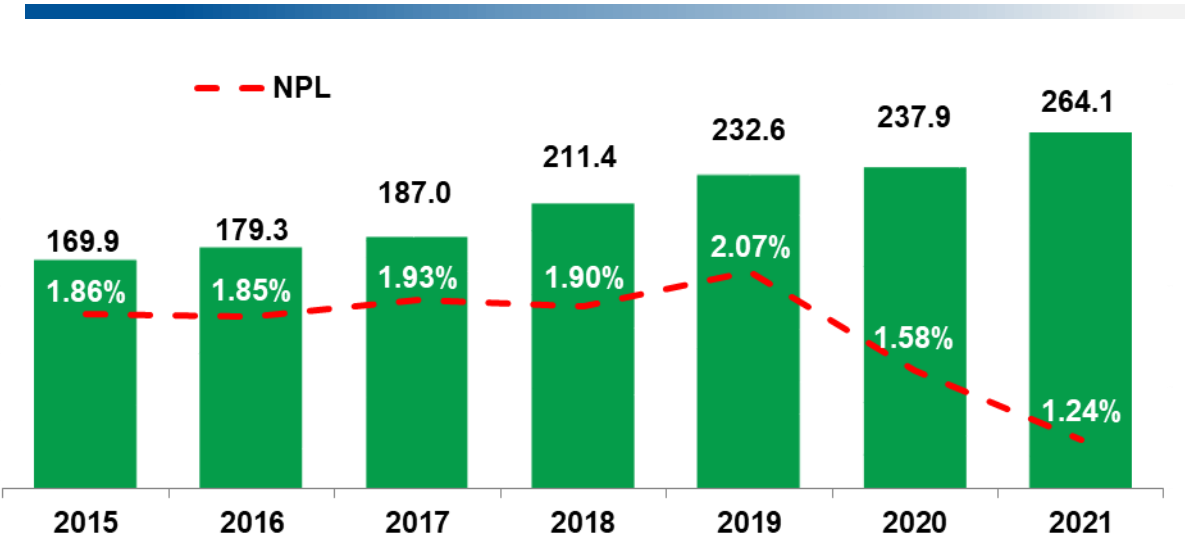


Bci is part of a robust financial system

CHILE. GDP growth scenarios¹ (% , yoy)

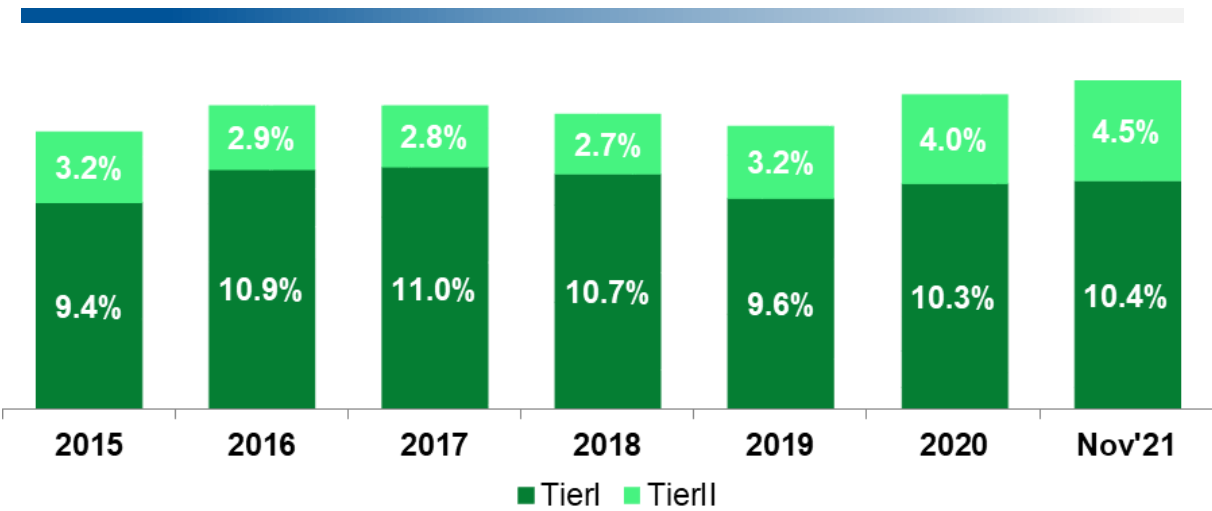


Total loans in the banking system² (US\$bn)



Source: CMF
Note: Figures are converted to US\$ using an FX of USD/CLP of 844.69 (January 3th 2022)
¹ Figures exclude CNB (City National Bank) and Itau Corpbanca operations in Colombia

Banking system capitalization ratio

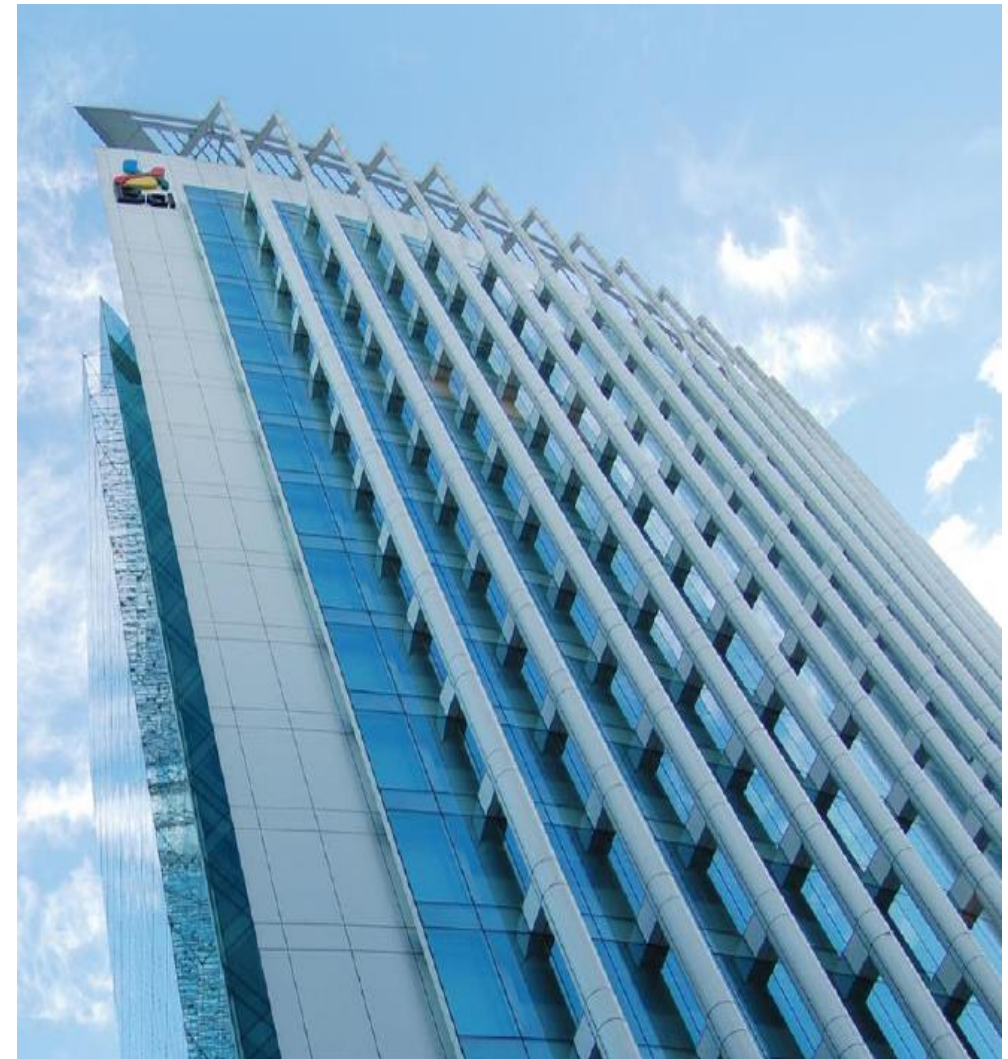


Chilean banking regulation – upgrading to Basel III

- New General Banking Law was approved and seeks to align capital requirements in Chile with Basel III guidelines.
- Implementation will be phased over a period of five years and will call for at least an additional 2.5% in required capital (conservation buffer), in addition to the 8.0% currently in place.
- April 2021: The first regulatory equity self-assessment report (IAPE) was delivered to the Financial Market Commission (CMF).
- The new capital discounts and requirements for operational, credit, and market risk started to be effective in December 2021.

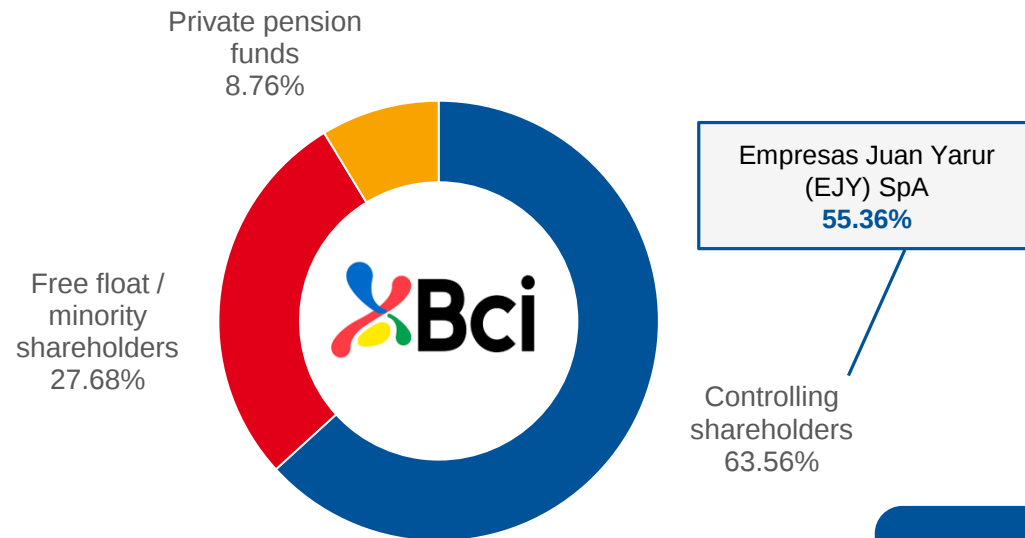
(1) Source: Bci Research
(2) Source: CMF. Tier I and Tier II calculated as core capital and supplementary capital as % of total risk weighted assets respectively

Bci



A successful strategy supported by its strong corporate governance

Long-term support from its controlling shareholders...



...and strong corporate governance

- Board of Directors is composed by experts in various fields, academics, economists, bankers and individuals connected with the world of technology, who share a long-term vision
- The Board of Directors includes 2 independent directors, who actively participate in the Bank's committees
- Recognized for its Corporate Governance structure


Best corporate governance


Corporate reputation

Strategic priorities

1 Leverage digital customer experience to achieve competitive advantage

- Best-in-class customer experience through digital transformation

2 Drive sustainable growth, while maintaining prudent risk

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

3 Enhance leadership and collaboration throughout the organization

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

Throughout its 80 year history, Bci has maintained high growth, profitability and corporate governance standards

Sustainability is in our DNA: financial inclusion, environment, employees and investors:

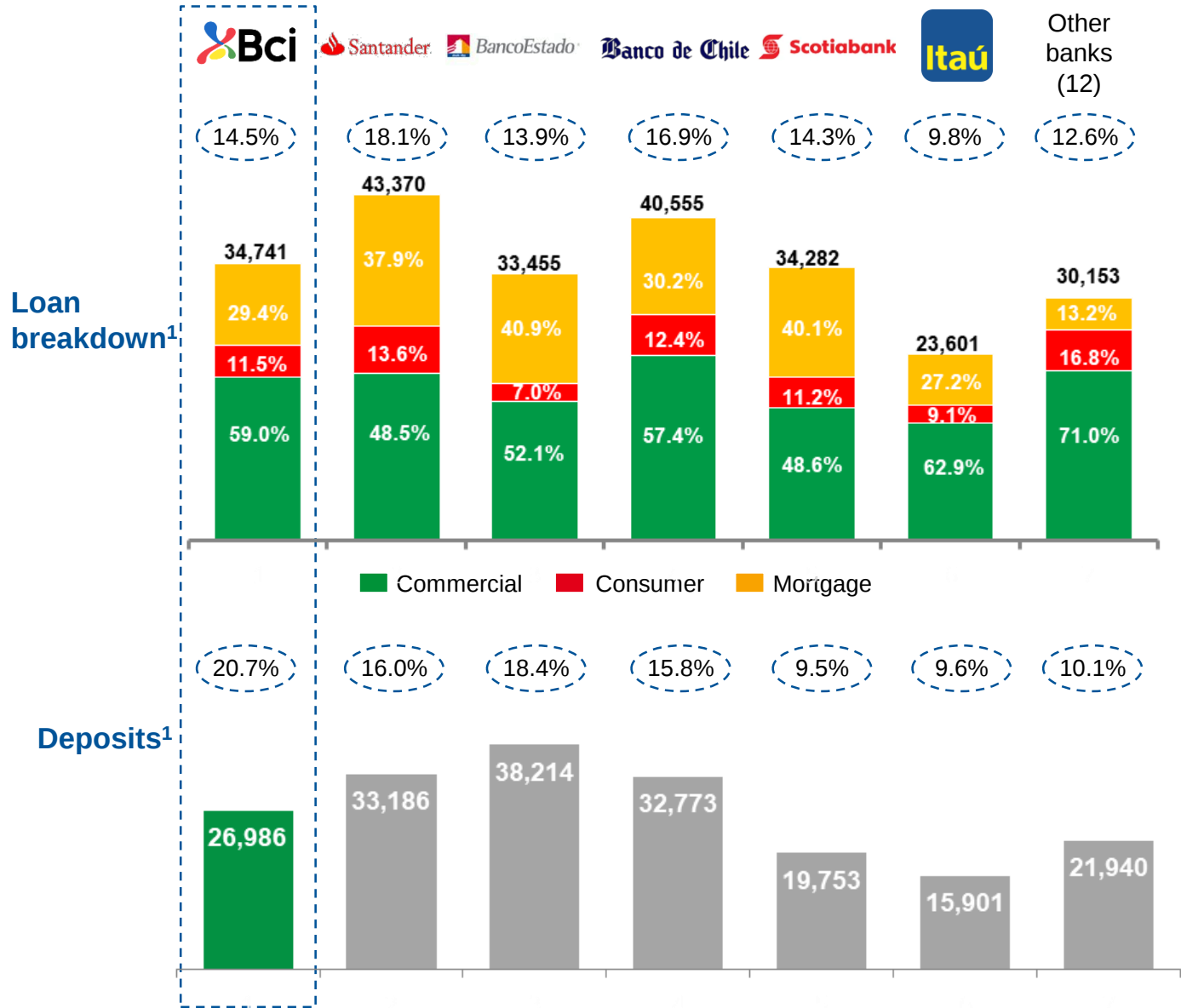


- **7 Green Bond** issues in 2021
- Jan/22: Bci's **largest transaction in Switzerland** (CHF 200 MM) and largest current bond for a Chilean bank.
- **Upgraded to "A"** by MSCI
- **Dow Jones Sustainability Index (DJSI)** for **MILA** and **Chile**
- **First Chilean bank** certified **"Carbon Neutral"**
- Launched **"Bci Sustainable ESG Stock"** mutual fund

Bci maintains a relevant position in the market

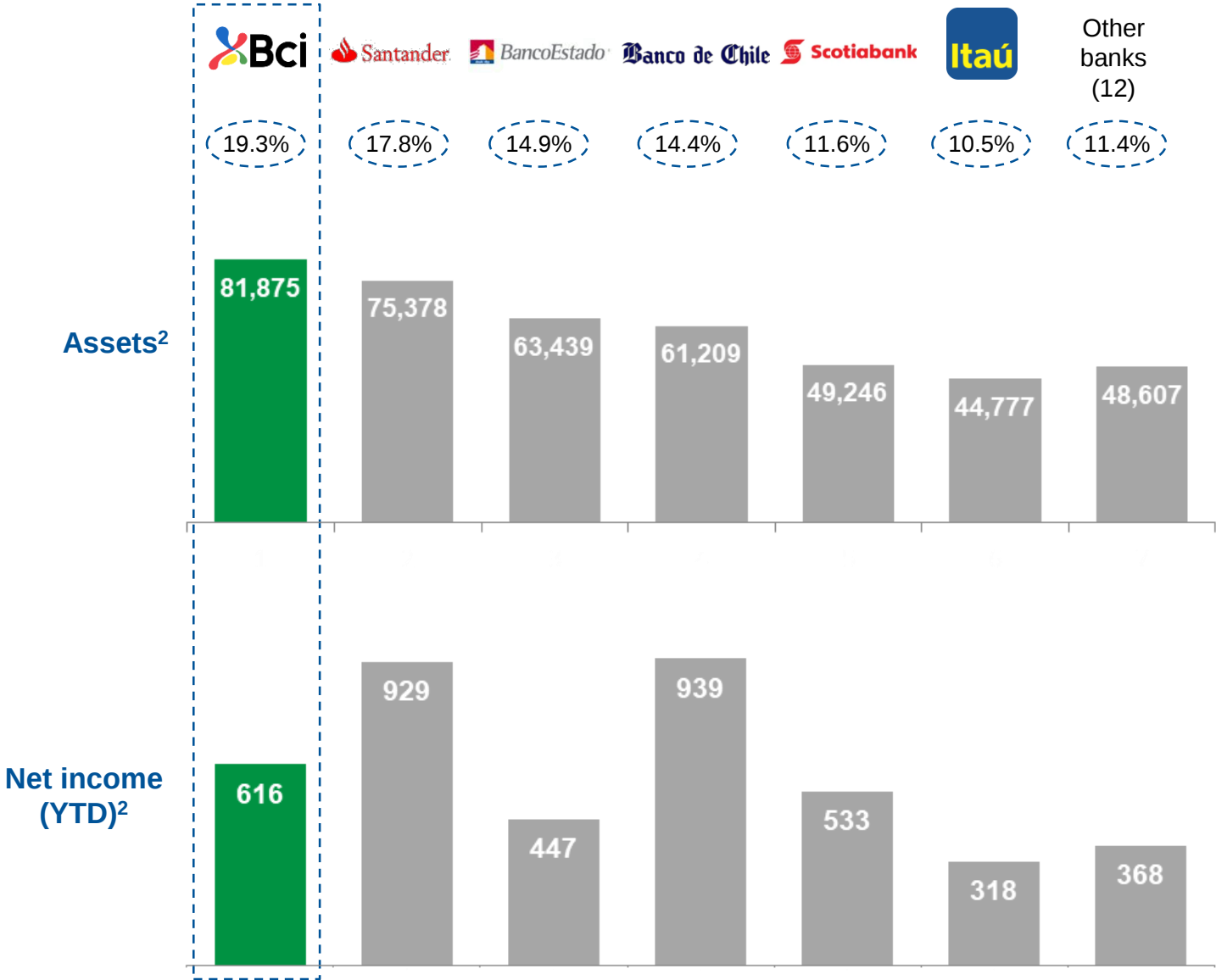
Chilean banking system benchmark (local)

In US\$mm, as of December 2021



Chilean banking system benchmark (consolidated)

In US\$mm, as of December 2021

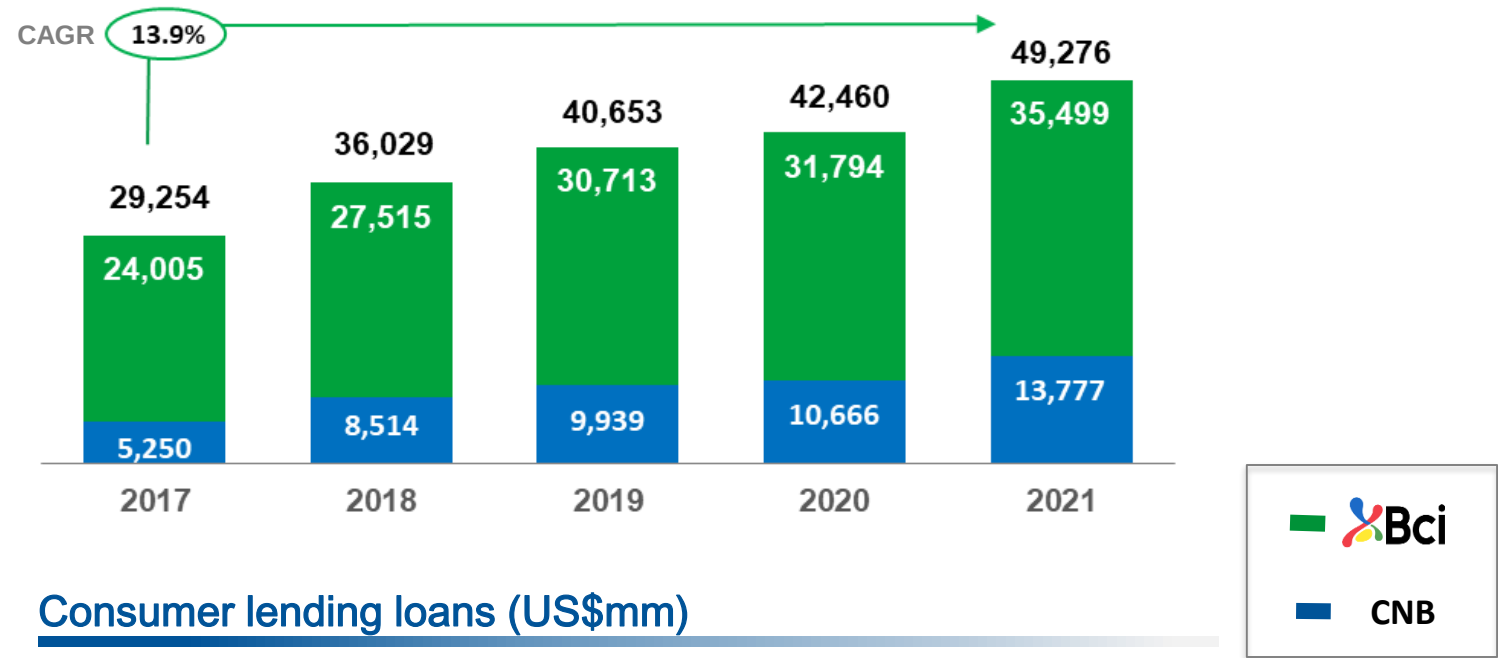


% Market share in Chilean banking system

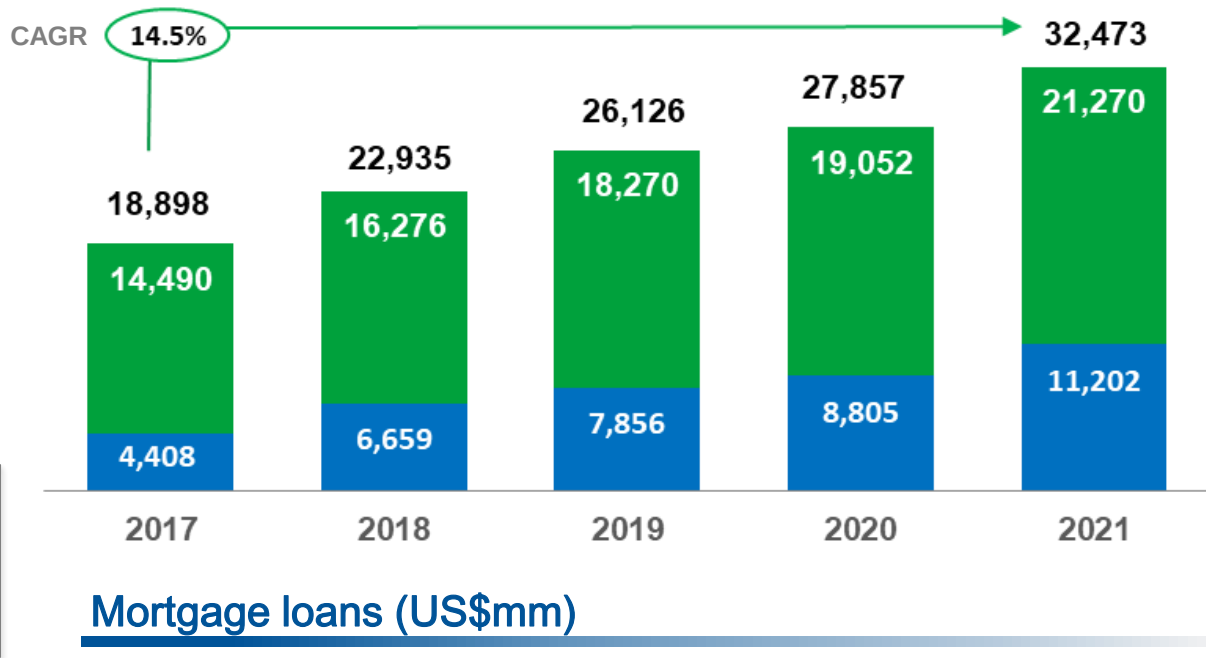
Source: Company filings and Financial Market Commission of Chile (CMF)
Note: Figures are converted to US\$ using an FX of USD/CLP of 844.69 (January 3th 2022)
(1) Bci figures exclude CNB (City National Bank) and Itaú Corpbanca figures exclude Colombia operations
(2) Bci figures include CNB (City National Bank) and Itaú Corpbanca figures include Colombia operations

Loan growth evolution

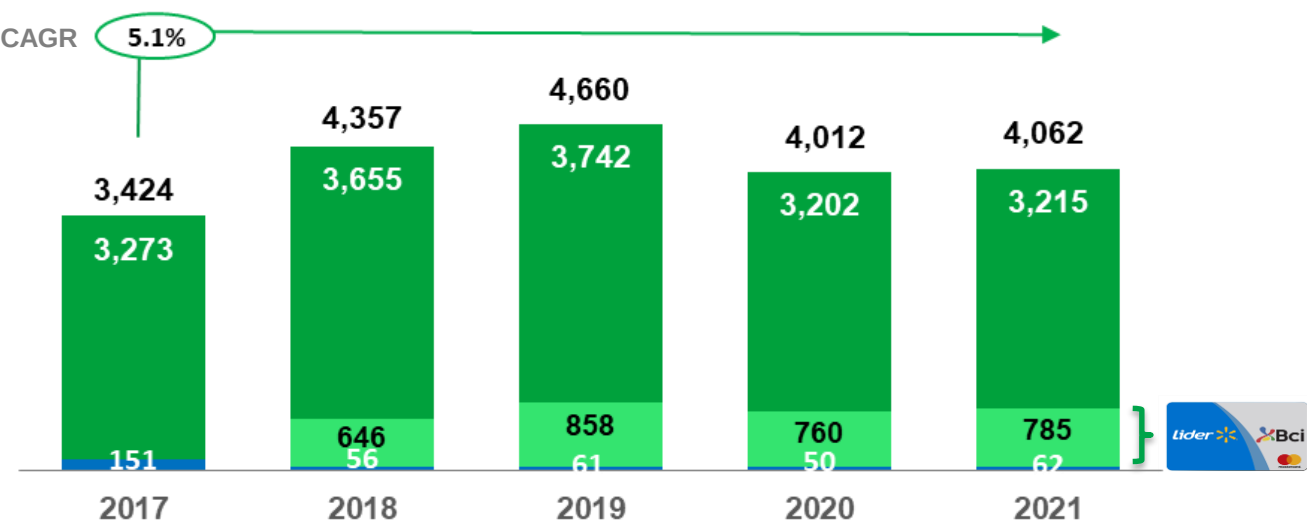
Total loans (US\$mm)



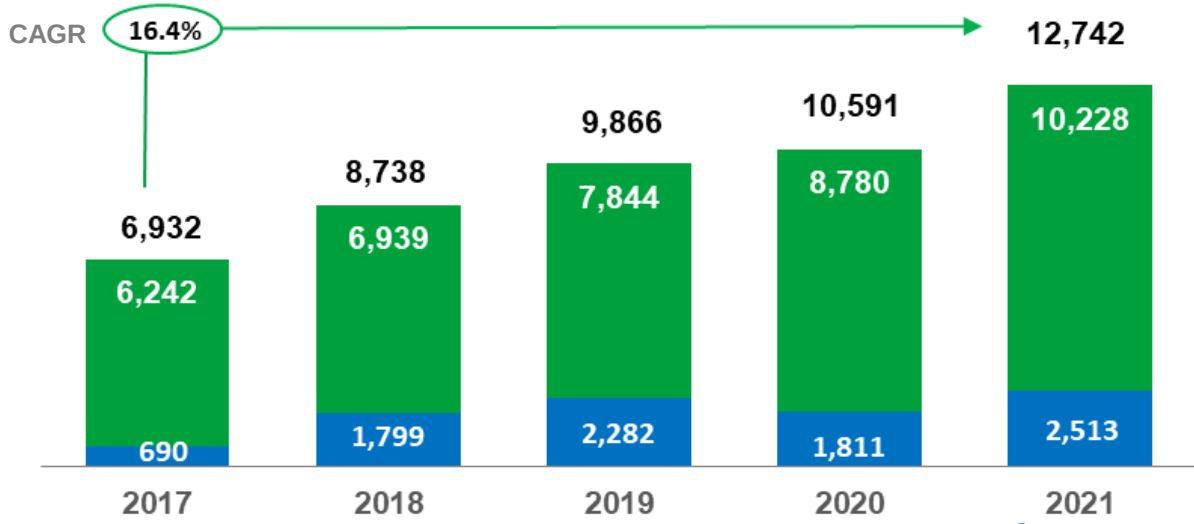
Commercial & Interbank loans (US\$mm)



Consumer lending loans (US\$mm)



Mortgage loans (US\$mm)

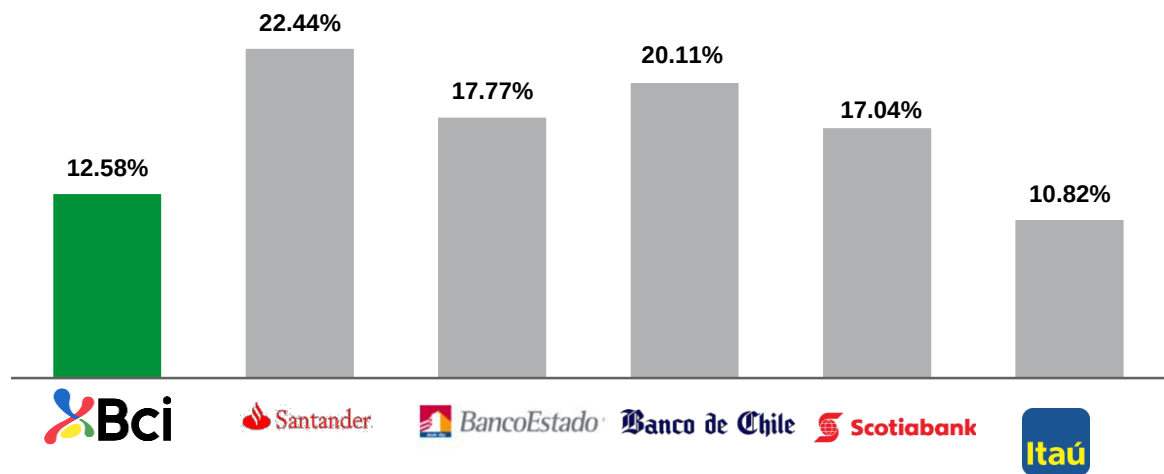


Source: Financial Market Commission (CMF).as of December 2021
Note: Figures are converted to US\$ using an FX of USD/CLP of 844.69 (January 3th 2022) ; Include CorpBanca investments in Colombia and Bci subsidiary in USA (CNB)

Successful organic growth in Chile...

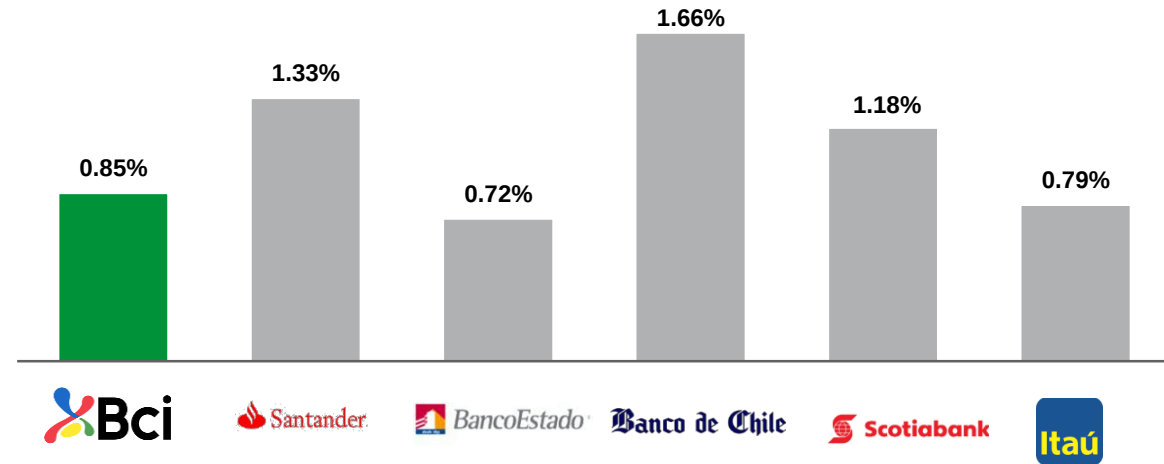
Return on average Equity (ROAE)¹

As of December 2021

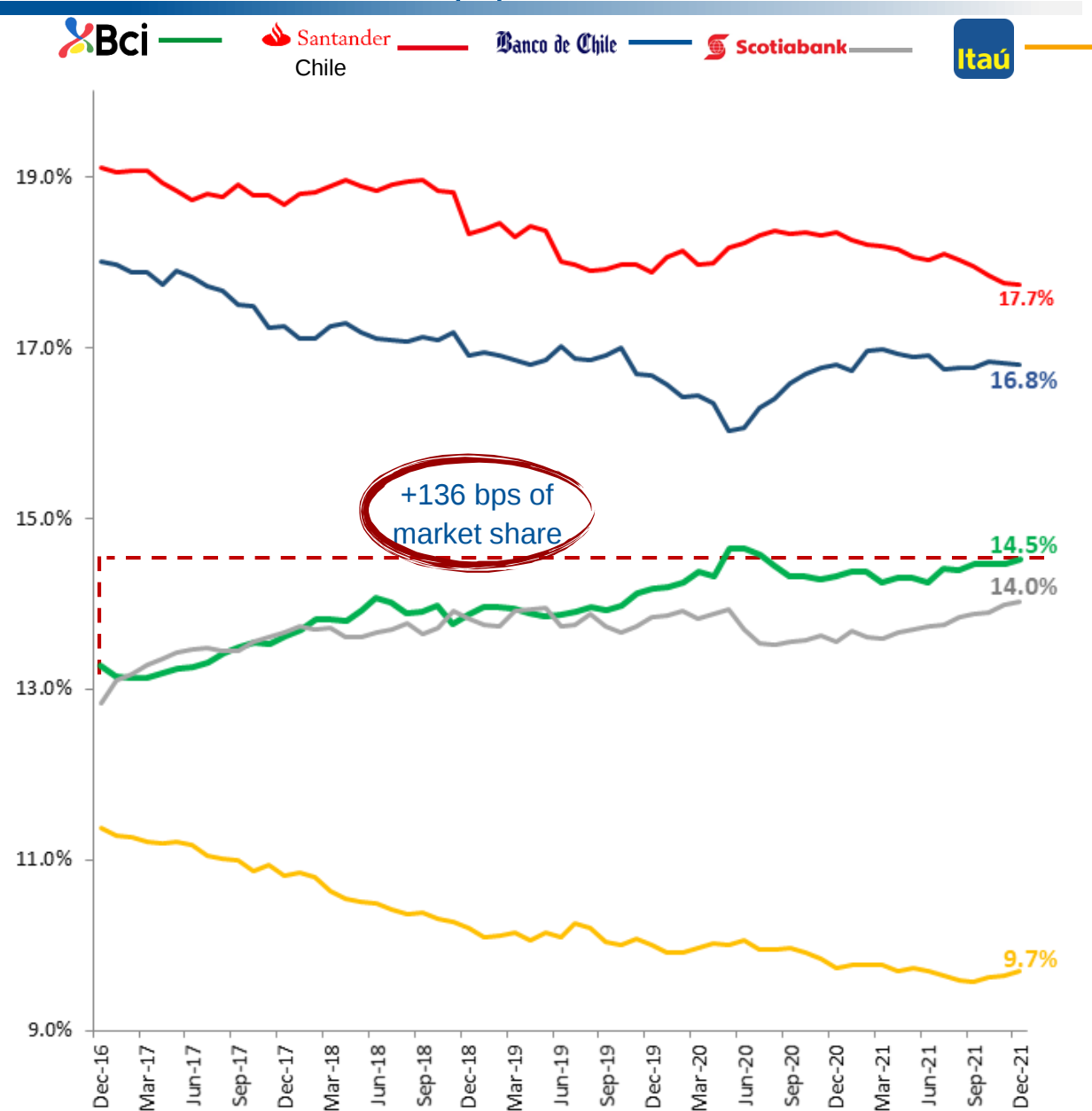


Return on average assets (ROAA)¹

as of December 2021



Local loans market share² (%)



Source: CMF as of December 2021

¹ Figures include CNB and Itaú Corpbanca Colombia; ² Bci figures exclude CNB (City National Bank) and Itaú Corpbanca figures exclude Colombia operations;

...with diversified and low funding cost

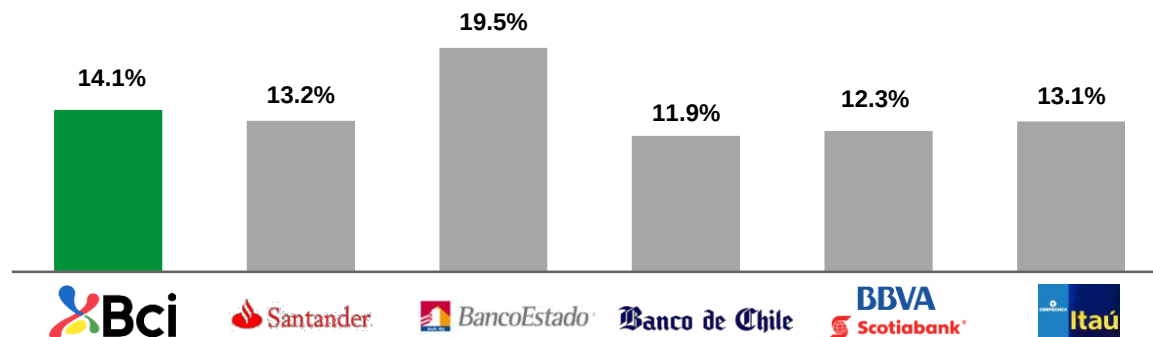
In terms of maturity, currency and geography

Funding Sources

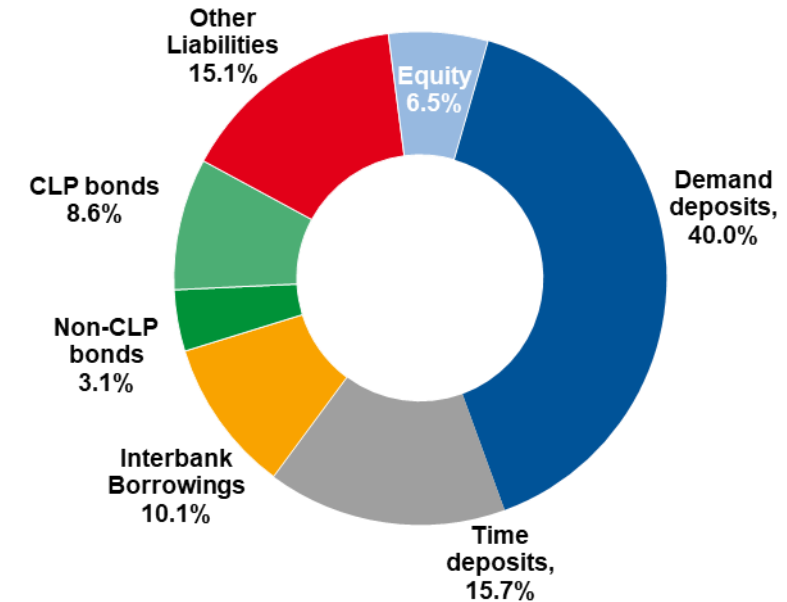
- Long term funding composed primarily of UF local bonds in the Chilean market, complemented by other international issuances, through our EMTN program in US dollars, Euros, Swiss Francs, Japanese Yens and Australian dollars
- The long-term debt matches our long-term residential mortgage portfolio
- 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 December 2021

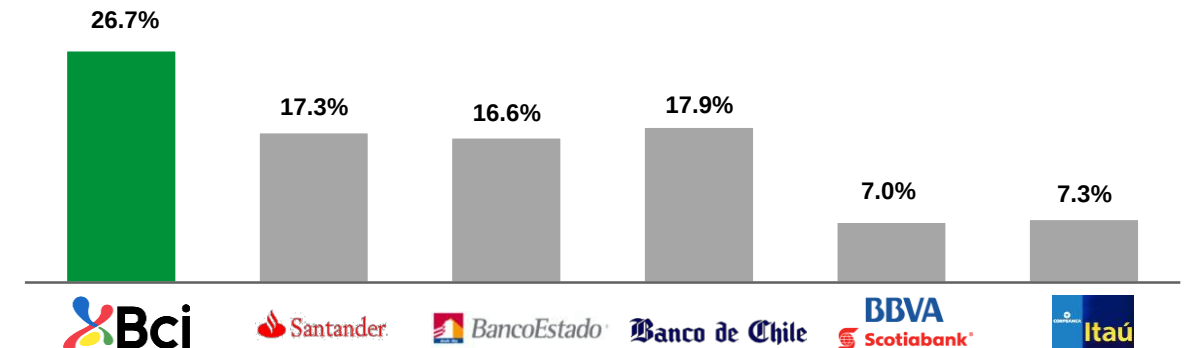


Breakdown by type¹



Current accounts & demand deposits market share

as of December 2021

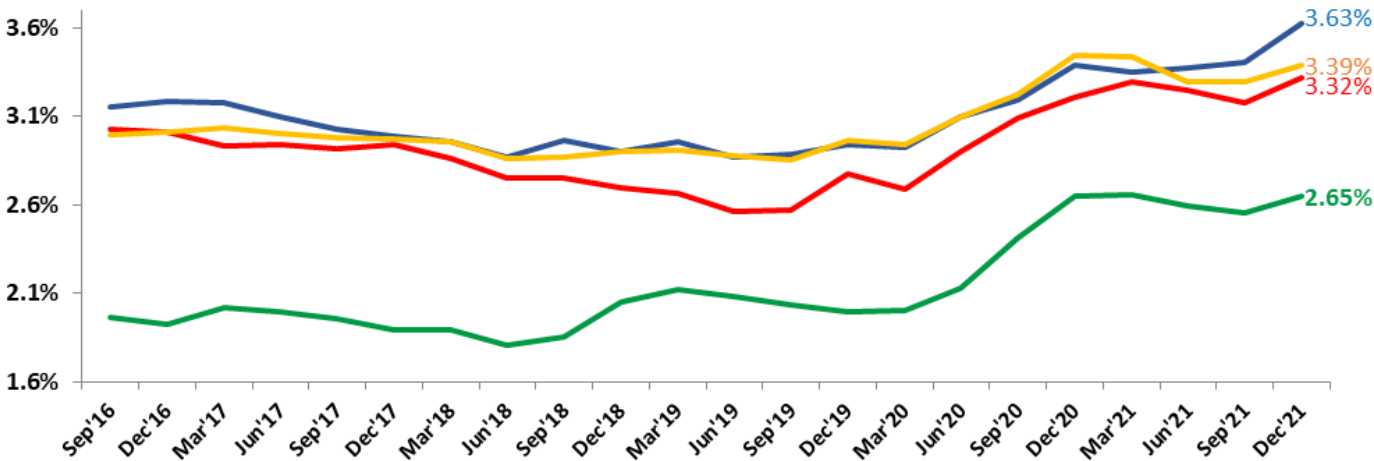


...while maintaining prudent risk

Highlights

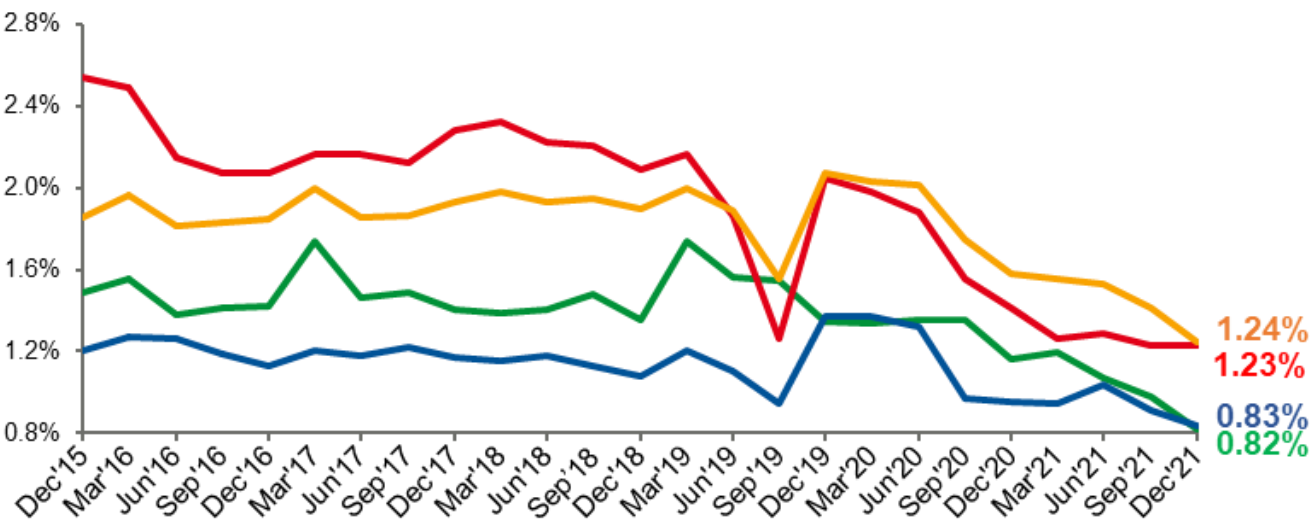
- Bci's asset quality is supported by proactive risk management and monitoring.
- Since 2020 we have built over US\$ 325 Million in additional provisions.
- Our loan portfolio is well diversified by business lines, economic sectors, and customers.
- In terms of loan portfolio concentration, the 20 largest loans account for less than 10% of the bank's total loans

Loan loss provisions / Average Gross Loans



Note: includes operations of CNB and Itau Corpbanca Colombia

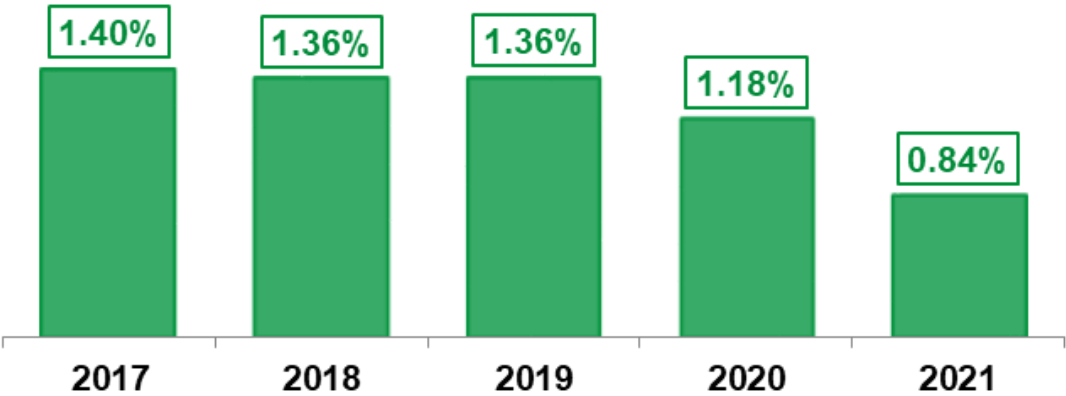
NPLs (Delinquency +90 days / Total Loans)



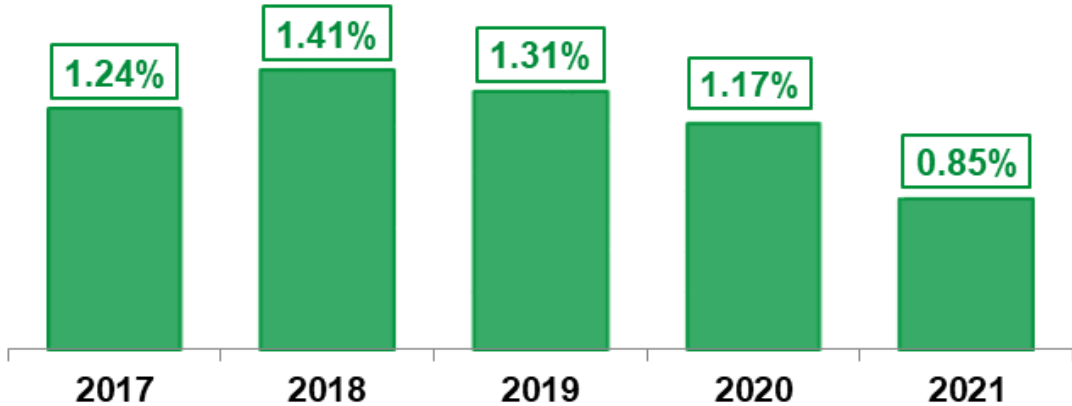
Note: NPLs includes operations of CNB and Itau Corpbanca Colombia

Greater liquidity has mitigated a further increase in NPLs

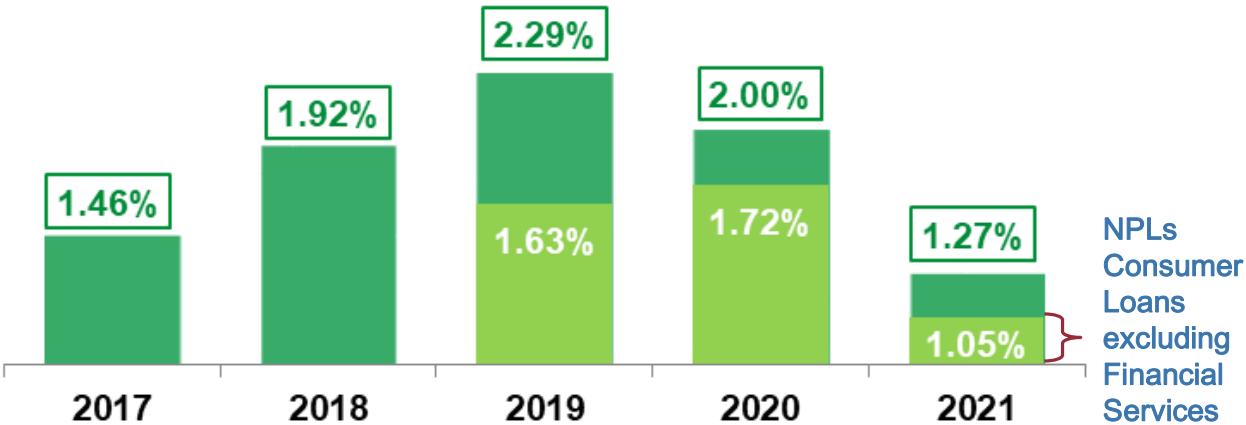
NPL Ratio (NPLs/Total Loans)



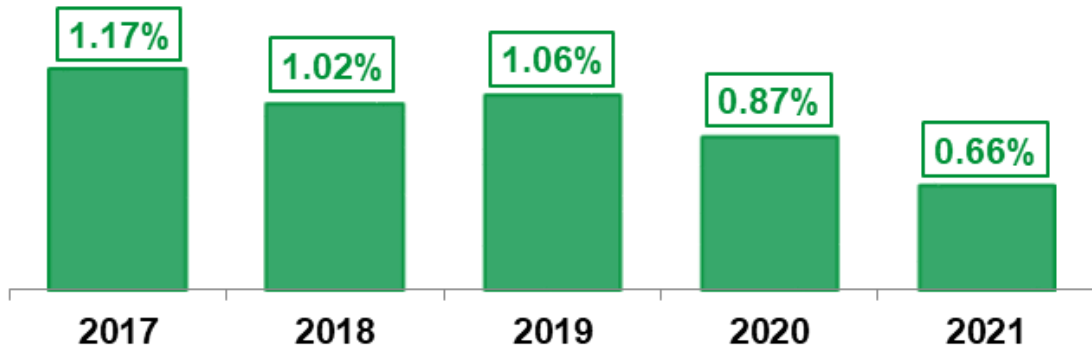
NPL Ratio (Commercial Loans)



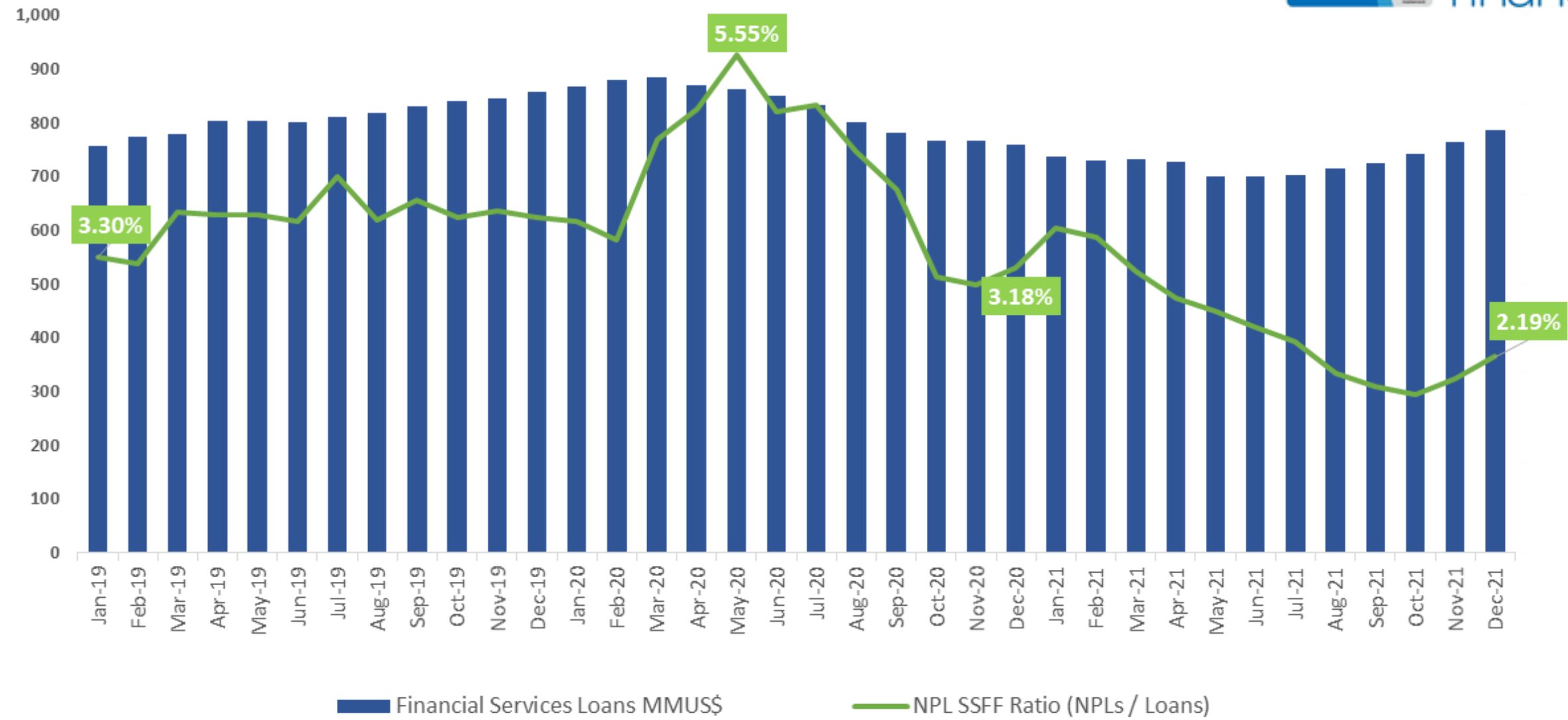
NPL Ratio (Consumer Loans)



NPL Ratio (Mortgage Loans)



Financial Services: NPLs have continued to evolve positively

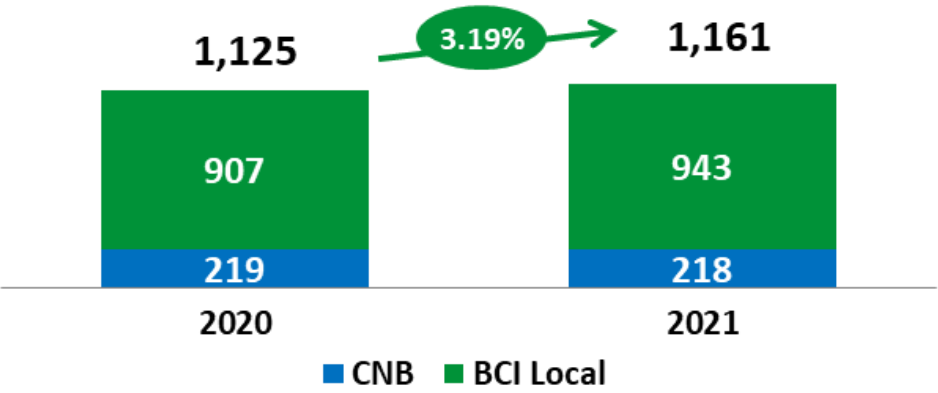


Nota: Excludes all subsidiaries and City National Bank of Florida.
Figures are converted to US\$ using an FX of USD/CLP of 844.69 (January 3th 2022)

Controlling Operating Expenses

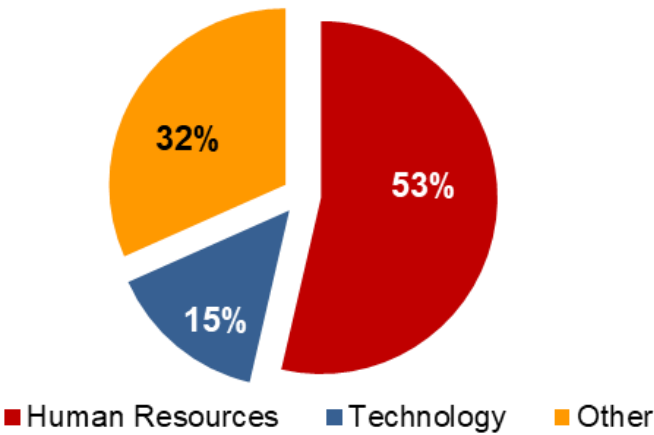
Operating Expenses

US\$ million

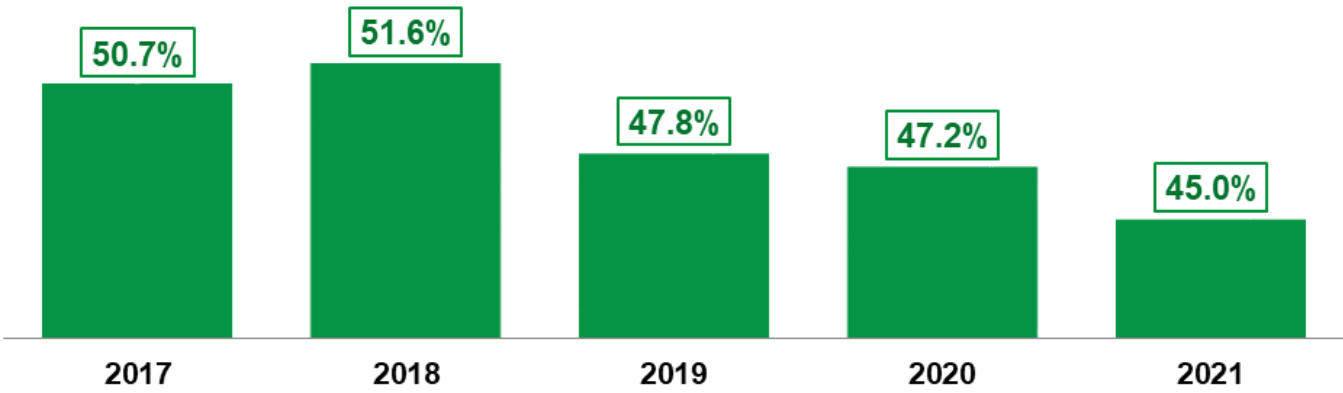


Expense Breakdown

as of December 2021

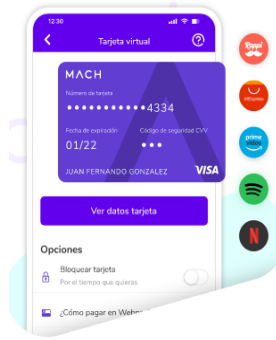


Efficiency Ratio*

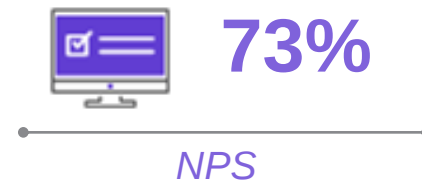
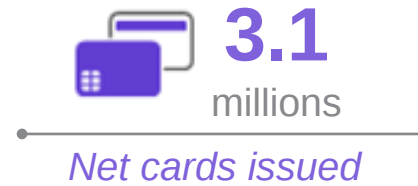


* Efficiency ratio as calculated by the CMF (operating expenses excluding other operating expenses/gross operating result). Since 1Q18, additional allowances are not included in the calculation.
Note: Figures are converted to USD using an FX of US\$/CLP of 811.9 (October 1st 2021). Include City National Bank of Florida.

Aiming to become Chile's leading digital Bank



Bigger and more engaged Customer Base



Launch new products and services

Tu MACH

Started a pilot-plan for savings and investment products



Balance sheet

US\$ million (*)	2017	2018	2019	2020	2021	CAGR 2017-2021
Cash	1,771	2,437	3,734	5,443	4,689	27.56%
Securities	5,600	6,240	7,376	10,851	17,019	32.03%
Loans	28,779	35,369	39,861	41,525	48,385	13.87%
Other Financial Instruments	263	71	139	77	62	-30.19%
Fixed Assets	320	333	296	297	299	-1.66%
Other Assets	3,381	4,503	8,186	9,472	11,421	35.57%
Total Assets	40,113	48,953	59,592	67,665	81,875	19.53%
Demand Deposits	11,287	14,470	16,788	23,354	32,738	30.50%
Time Deposits	12,658	14,596	15,832	12,833	12,863	0.40%
Interbank Borrowings	2,077	3,265	4,123	7,424	8,253	41.19%
Bonds Payable	5,943	7,077	8,307	8,798	10,372	14.94%
Other Liabilities	4,918	5,450	10,053	10,647	12,320	25.81%
Equity	3,230	4,094	4,490	4,611	5,329	13.34%
Total Liabilities	40,113	48,953	59,592	67,665	81,875	19.53%

Figures are converted to US\$ using an FX of US\$/CLP of 811.9 (October 1st 2021)
includes operations of CNB

Financial results

US\$ million (*)	2017	2018	2019	2020	2021	CAGR 2017-2021
Net Interest Income	1,107	1,279	1,564	1,727	1,891	14.33%
Net Service Fee Income	318	363	416	397	410	6.56%
Operating Income	1,425	1,641	1,981	2,124	2,301	12.74%
Other Operating Income	210	235	259	282	257	5.23%
Provision for loan losses	-252	-315	-492	-774	-474	17.15%
Operating Income, net of loan losses, interest and fees	1,383	1,561	1,748	1,632	2,085	10.81%
Personal salaries and expenses	-472	-550	-573	-618	-639	7.87%
Administrative Expenses	-292	-346	-386	-378	-395	7.82%
Depreciation and Amortization	-71	-80	-123	-129	-127	15.41%
Total operating expenses	-836	-976	-1,082	-1,125	-1,161	8.56%
Total Net Operating Income	638	615	629	405	855	7.58%
Income Tax	-198	-147	-152	-29	-239	4.72%
Consolidated Net Income for the Year	440	469	477	376	616	8.80%

Figures are converted to US\$ using an FX of US\$/CLP of 811.9 (October 1st 2021)
includes operations of CNB

City National Bank of Florida



Executive Summary

Balance Sheet Evolution

- Loan production, excluding PPP, surpassed 2019 levels by 67%, resulting in 18% loan growth
- Total customer deposits increased by 24% YoY or twice the growth rate of the banking industry
- Total assets increased by \$3.4B YoY to \$21.9B & investments represent 28% of total assets
- Asset quality continues to improve as demonstrated by decline in past due & non-accrual loans

Financial Results

- Core earnings have increased by \$35MM or 12% YoY
- While PPP fees added an additional \$45MM in net interest income during 2021 (pre-tax), core net interest income (excl. PPP & MSLP) increased by \$63MM YoY driven by significant asset growth
- Non-interest income (excluding swap fees) increased by 12% YoY or \$8MM

2022 Outlook

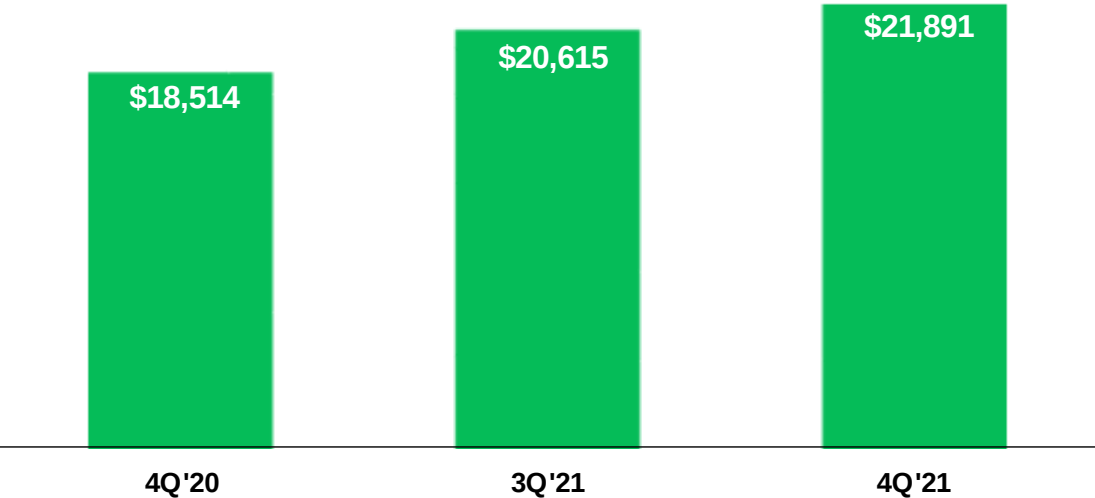
- City National Bank is entering 2022 with tremendous momentum
- Strong economic conditions in Florida combined with our best-in-class talent provide us with the opportunity to continue delivering strong results
- We continue to invest in technology & digital capabilities while also reinforcing our Florida presence, especially in Central Florida as well as Palm Beach
- We have developed a strong brand in Florida over our 75 year history



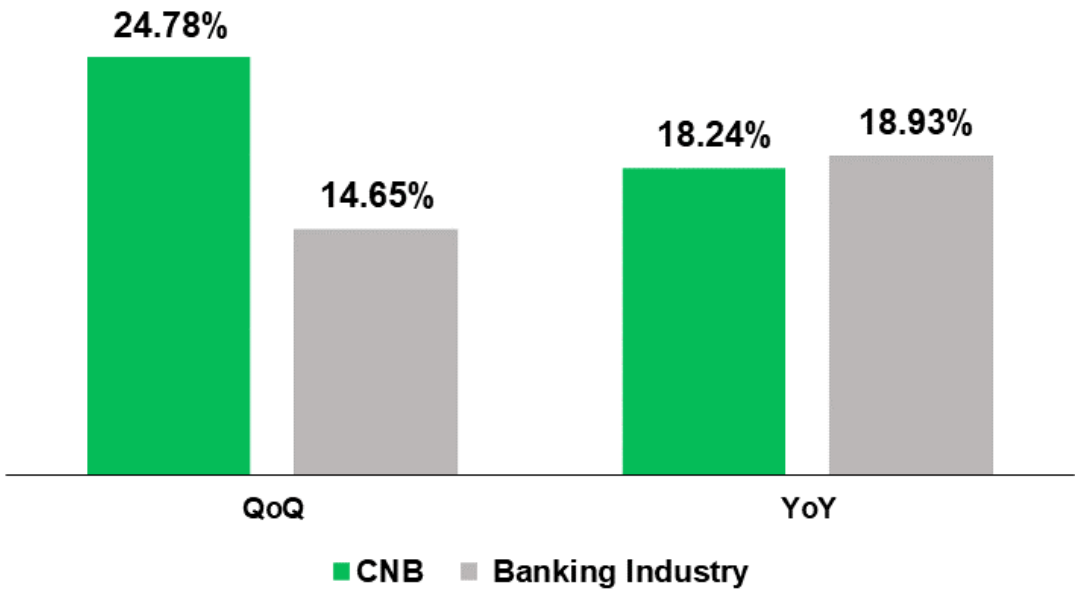
We increased our total assets by \$3.4B or 18.2% in 2021 through purely organic means

Total Assets

QoQ increase: +\$1.3B +6%
YoY increase: +\$3.4B +18%



Asset Growth Rates



Loans to Total Assets	66.54%	60.02%	60.66%
Loans to Deposits	82.35%	72.13%	72.15%

Loans represent 61% of Total Assets at the end of 2021

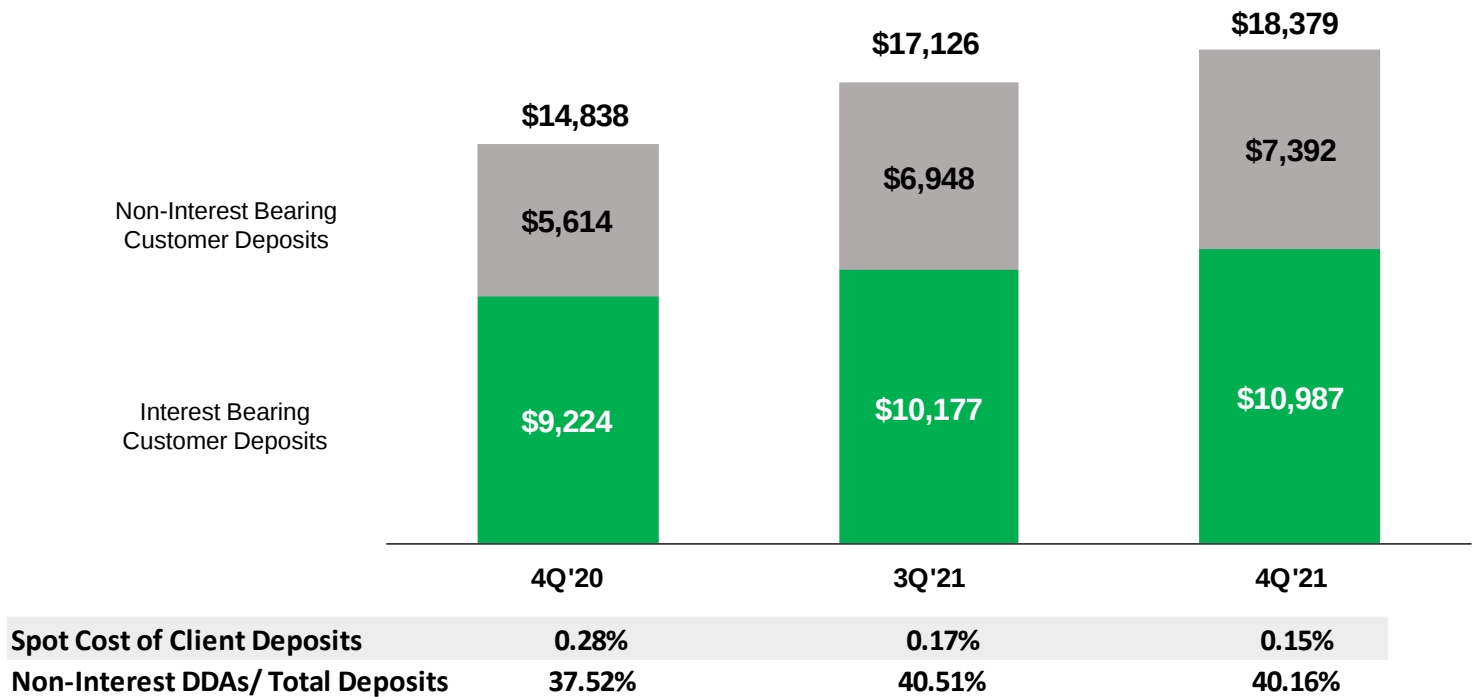


Figures in millions (\$)

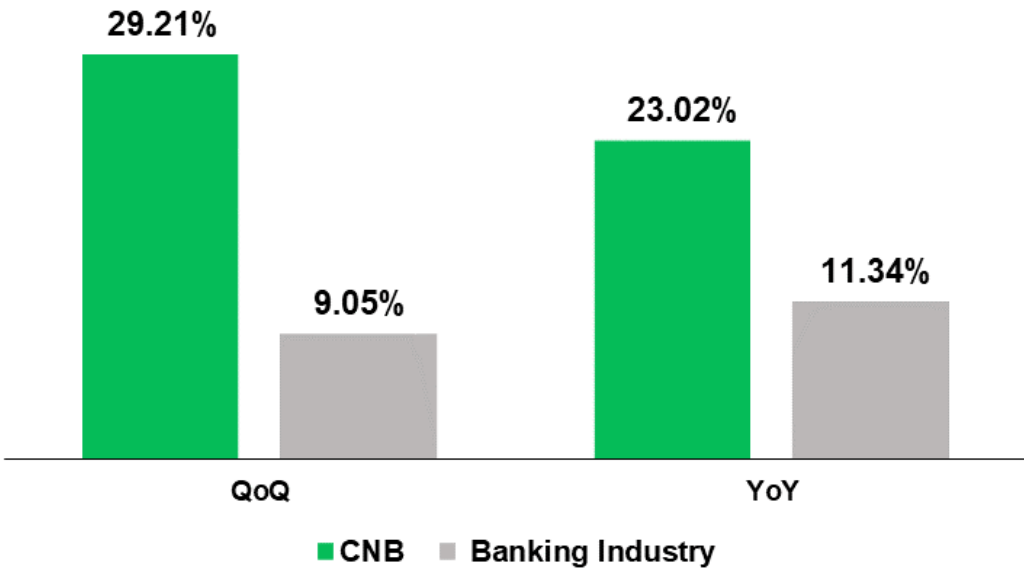
Our asset growth was propelled by deposit growth of \$3.5B or 24% that significantly exceeds the industry growth rate

Client Deposits

QoQ increase: +\$1.3B +7%
YoY increase: +\$3.5B +24%



Deposit Growth Rates



Non-interest DDAs represent 40% of client deposits

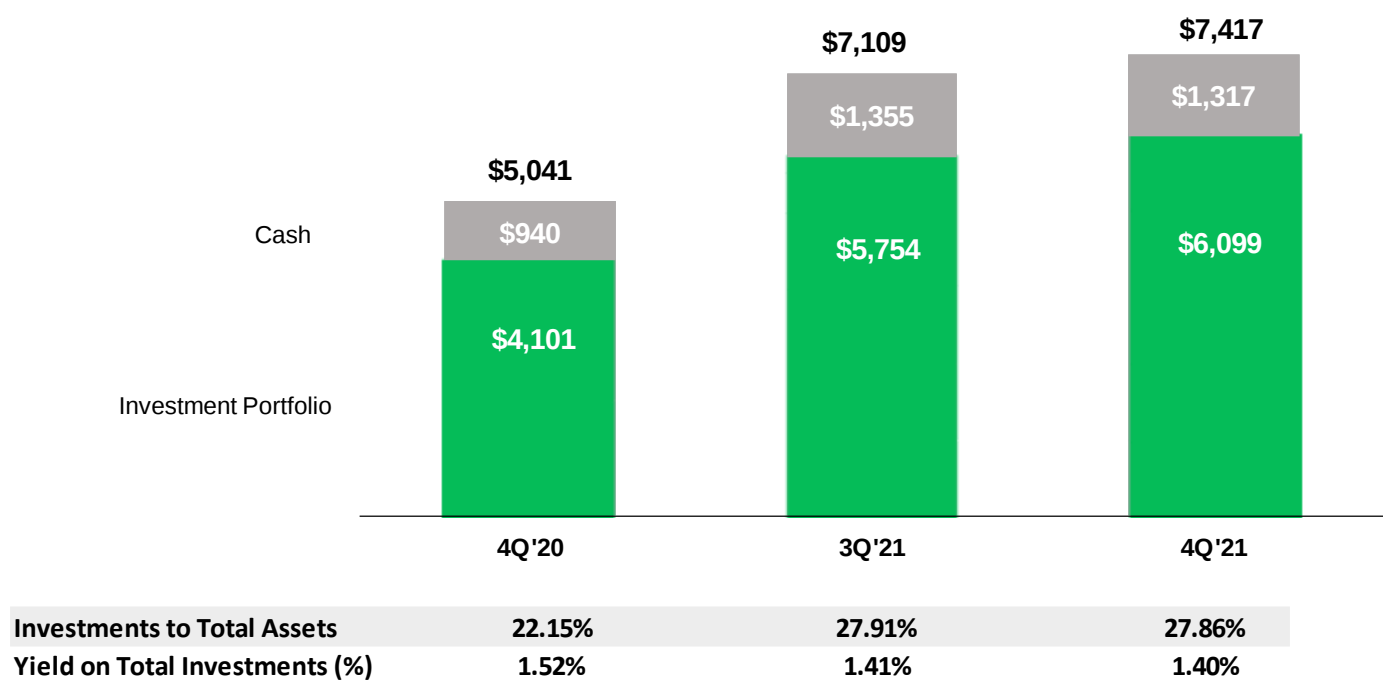


Figures in millions (\$)

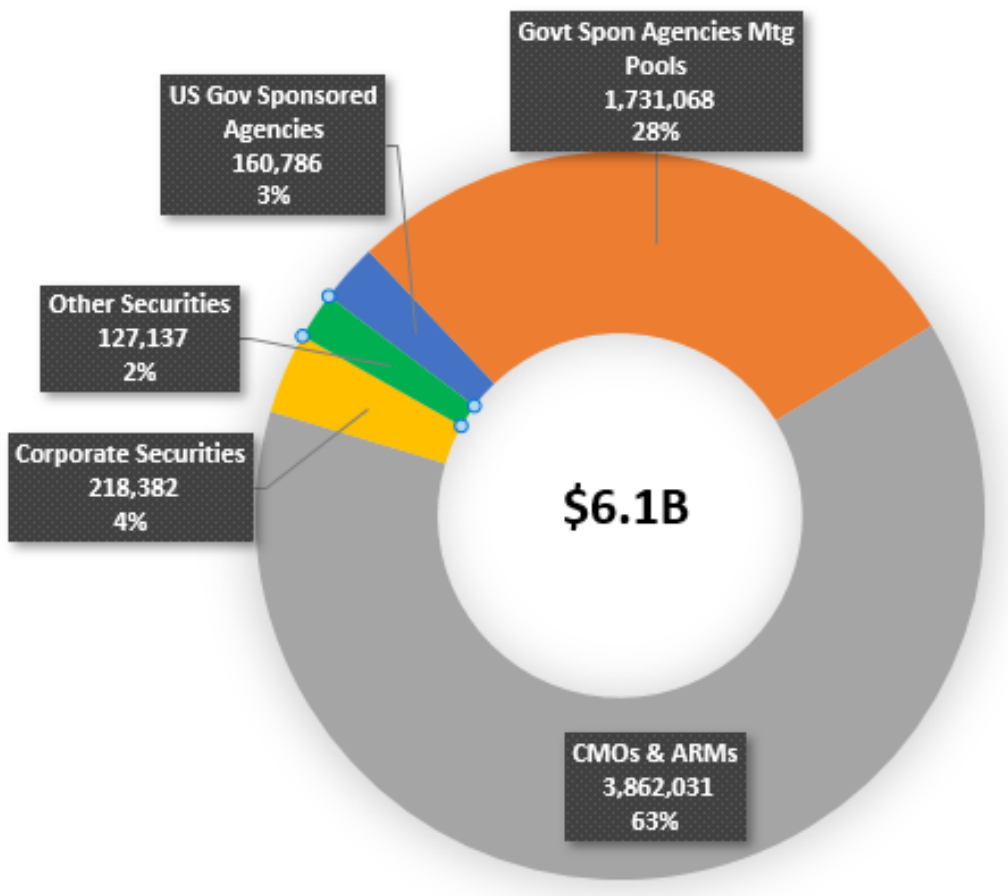
The investment portfolio has increased to >\$6B or 28% of total assets and 94% of the portfolio is comprised of Agency securities

Investment Portfolio & Cash

QoQ increase: +\$308MM +4%
YoY increase: +\$2.4B +47%



Portfolio Composition

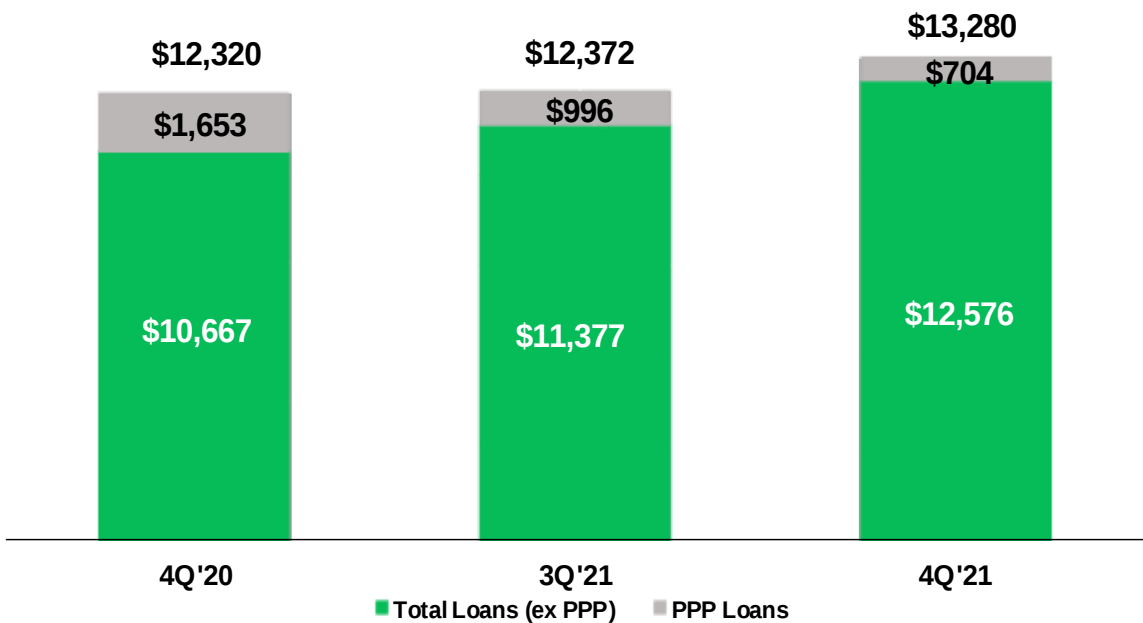


We are maintaining substantial cash of >\$1.3B

Our loan growth rate, excluding PPP, reached \$1.9B or 18% as a result of loan production that significantly exceeds 2019 levels

Total Loans & Leases

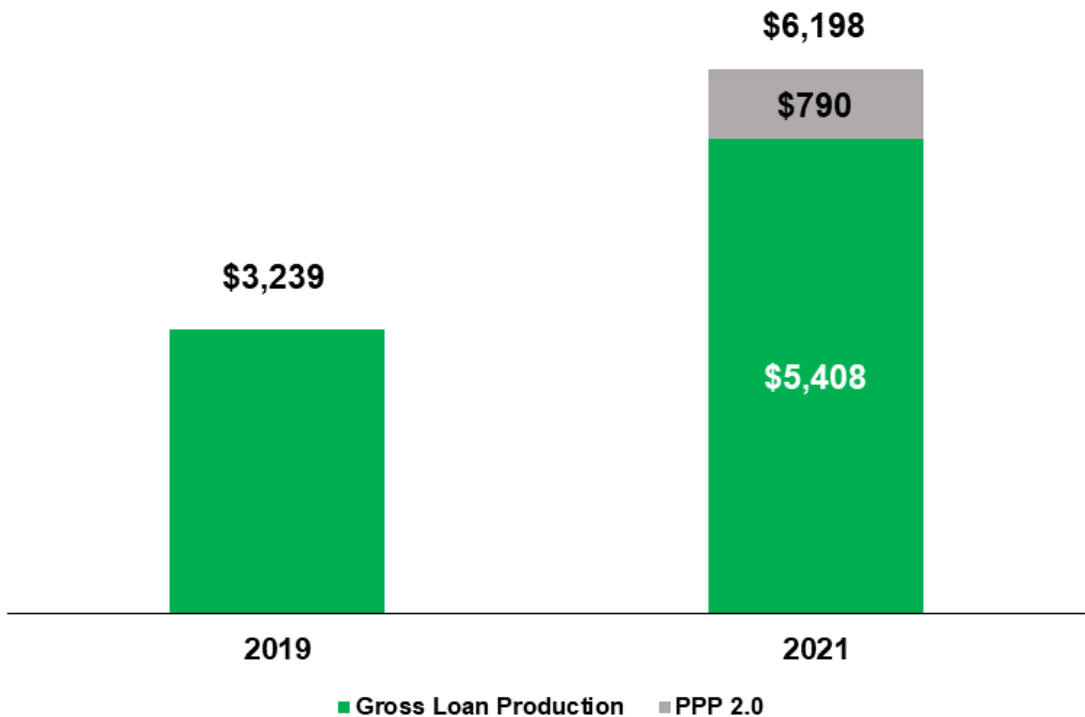
QoQ increase (non-PPP growth):	+\$1.2B	+11%
YoY increase (non-PPP growth):	+\$1.9B	+18%



Loan Production	\$	632	\$	1,210	\$	2,121
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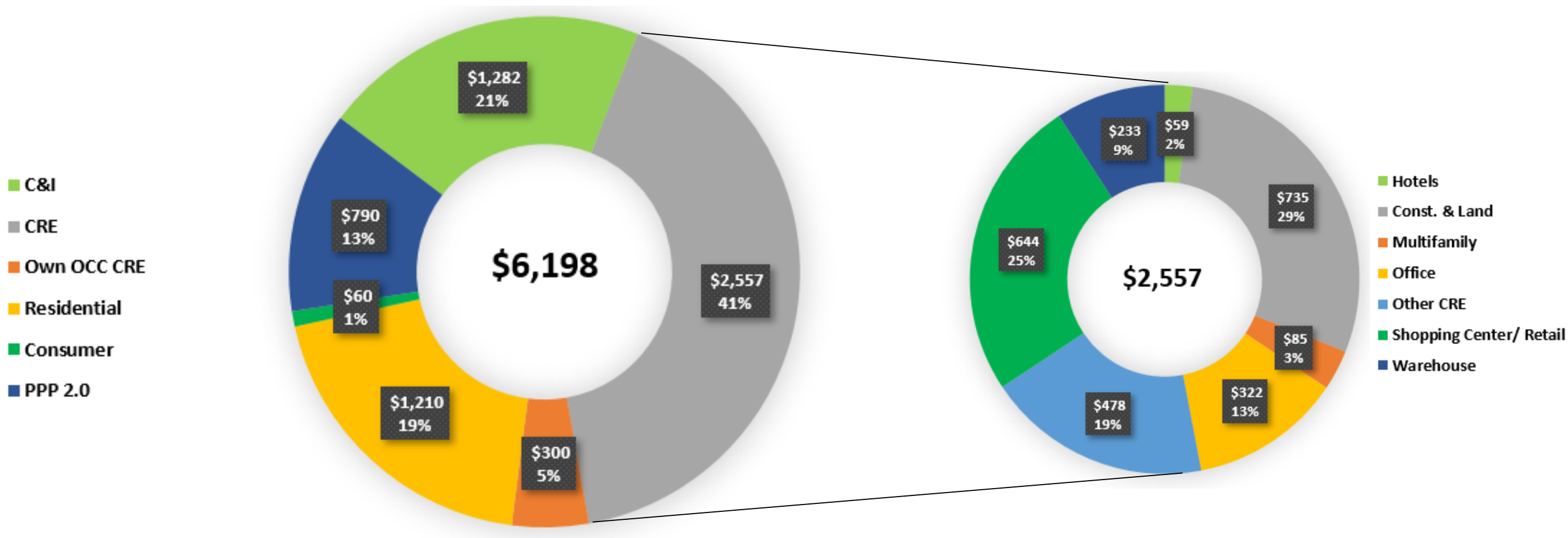
Loan Production

'19 vs '21 Total Growth:	+\$3B	+91%
'19 vs '21 Growth (w/o PPP):	+\$2.2B	+67%



\$1.2B or 63% of our YoY loan growth occurred in the 4th quarter, positioning the Bank for a strong start to 2022

Our 2021 loan production is well diversified

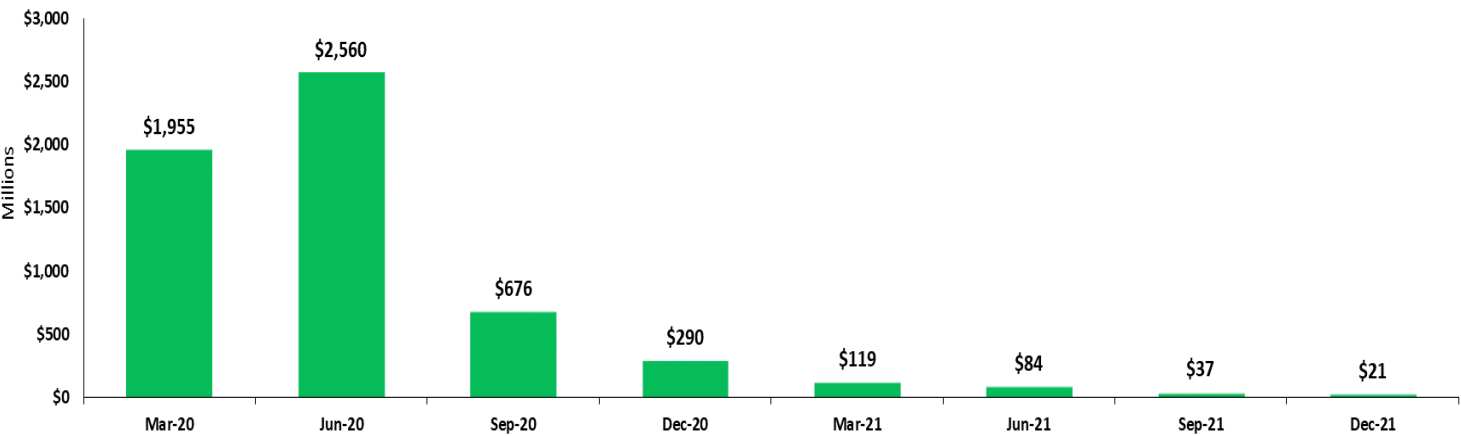


Only 41% of our 2021 production is in Commercial Real Estate

Asset quality is strong and deferments have declined to minimal levels

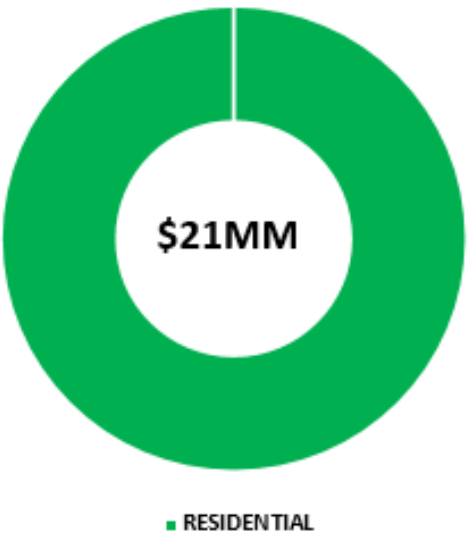
Loan Deferments (\$MM)

Reduced deferments from ~\$3bn to \$21MM as of December 31st

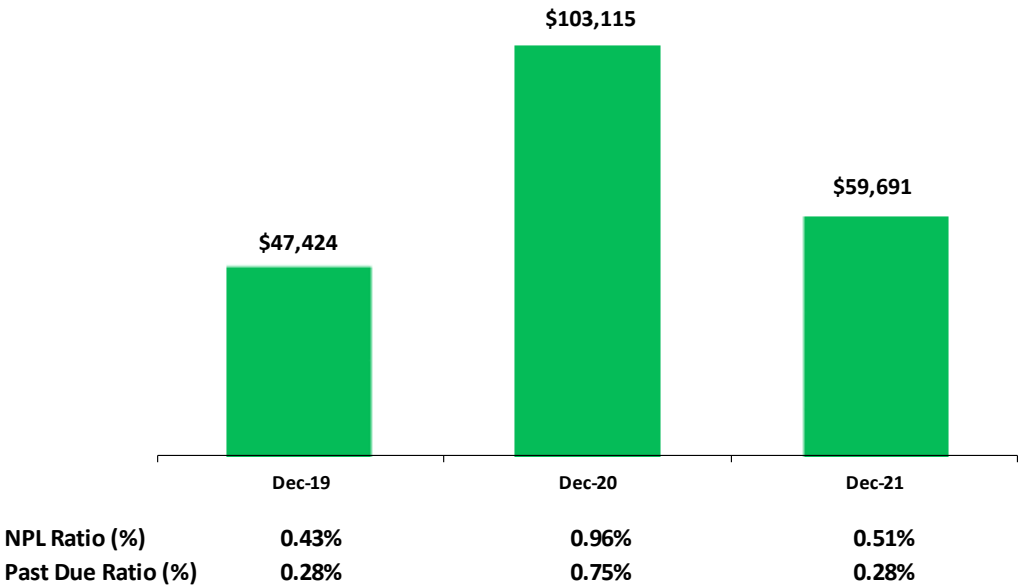


Deferrals Breakdown (\$MM)

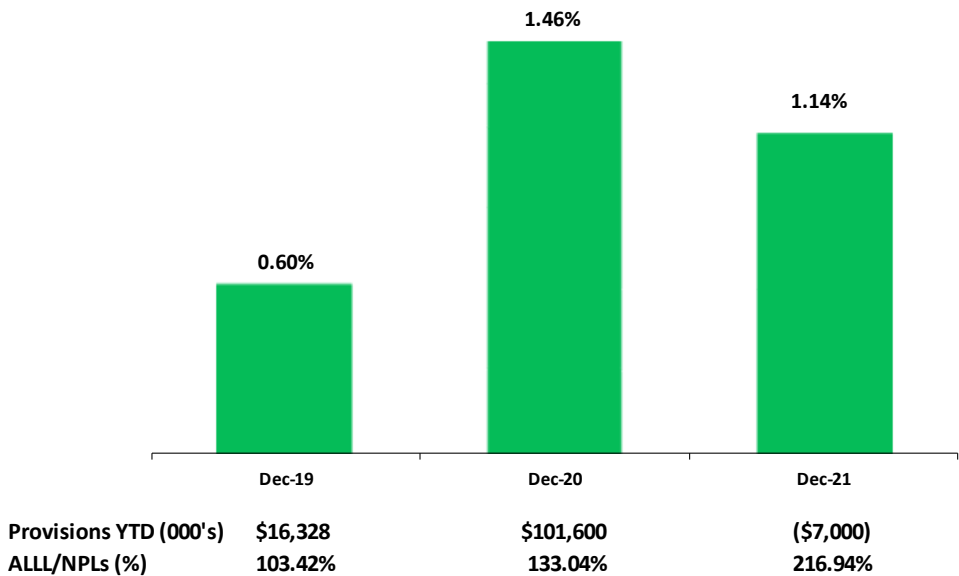
W Avg LTV%
RE Secured:
59%



Non-Performing Loans (\$000's)



ALLL Coverage Ratio (ALLL + Loan Mark / Loans (ex. PPP))



Core earnings increased by \$34.5MM or 11.8% YoY

INCOME STATEMENT (\$ millions)	Q4 2020	Q3 2021	Q4 2021	% Var QoQ	YTD 2020	YTD 2021	\$ Var YoY	% Var YoY	2021 Budget	\$ Var	% Var
(+) Net Interest Income	\$131.6	\$132.0	\$137.8	4.4%	\$461.2	\$526.7	\$65.6	14.2%	\$447.4	\$79.4	17.74%
(+) Non-Interest Income	\$18.2	\$19.6	\$22.2	12.9%	\$73.3	\$79.2	\$5.8	7.9%	\$77.1	\$2.0	2.6%
(=) Operating Income	\$149.8	\$151.7	\$160.0	5.5%	\$534.5	\$605.9	\$71.4	13.4%	\$524.5	\$81.4	15.5%
(-) Non-Interest Expenses	\$66.0	\$59.8	\$86.8	45.1%	\$240.8	\$277.6	\$36.9	15.3%	\$245.9	\$31.7	12.9%
(=) Core Earnings	\$83.8	\$91.9	\$73.2	-20.4%	\$293.7	\$328.3	\$34.5	11.8%	\$278.6	\$49.6	17.8%
(-) Provision Expense	\$27.5	\$0.0	-\$7.0	0.0%	\$101.6	-\$7.0	-\$108.6	-106.9%	\$40.0	-\$47.0	-117.5%
(-) Amortization Expense	\$9.1	\$8.8	\$8.5	-3.6%	\$33.6	\$34.8	\$1.2	3.6%	\$35.2	-\$0.4	-1.2%
(+) Gain on Sale of Securities, CVA Adj & Marketable securities	\$2.6	\$0.2	\$0.9	475.6%	\$10.6	\$6.2	-\$4.4	-41.9%	\$0.0	\$6.2	0.0%
(=) Net Income before Taxes	\$49.8	\$83.3	\$72.6	-12.8%	\$169.1	\$306.6	\$137.5	81.3%	\$203.4	\$103.2	50.8%
(-) Tax Expense	\$14.0	\$20.4	\$20.3	-0.6%	\$42.9	\$77.6	\$34.7	80.8%	\$49.5	\$28.2	56.9%
(=) Net Income after Taxes	\$35.8	\$62.9	\$52.3	-16.8%	\$126.2	\$229.0	\$102.8	81.4%	\$153.9	\$75.1	48.8%

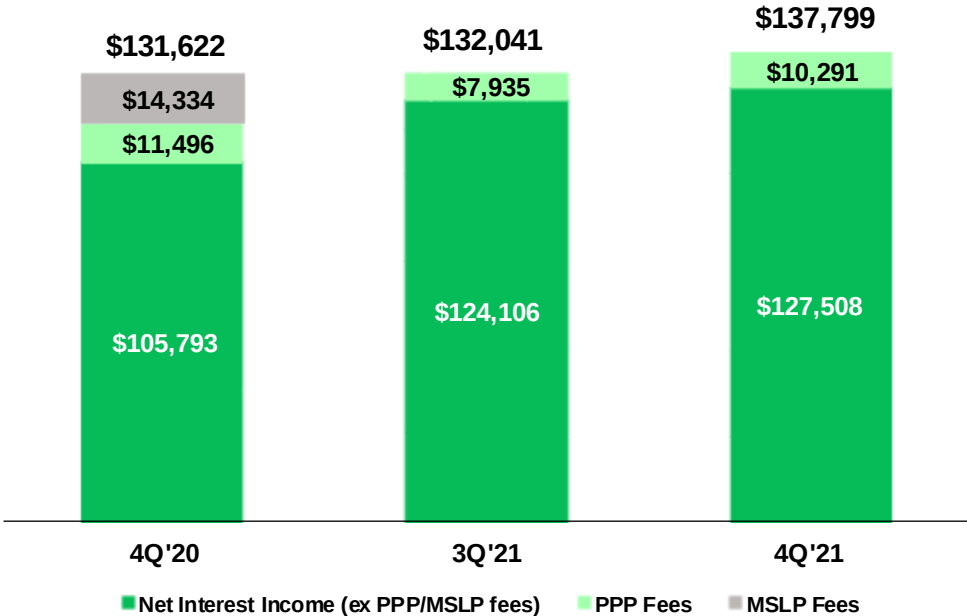
RATIOS (%)	Q4 2020	Q3 2021	Q4 2021	% Var QoQ	YTD 2020	YTD 2021	% Var YoY
Net Interest Margin (NIM)	3.05%	2.69%	2.74%	5 bps	2.87%	2.77%	-9 bps
ROAA	0.77%	1.20%	0.98%	-22 bps	0.73%	1.13%	40 bps
ROAE	6.98%	11.58%	9.48%	-210 bps	6.35%	10.77%	442 bps
Core Efficiency Ratio	43.94%	39.37%	53.86%	1,449 bps	45.06%	45.59%	53 bps

Increased net interest income & lower loan loss provisions is driving YoY net income growth



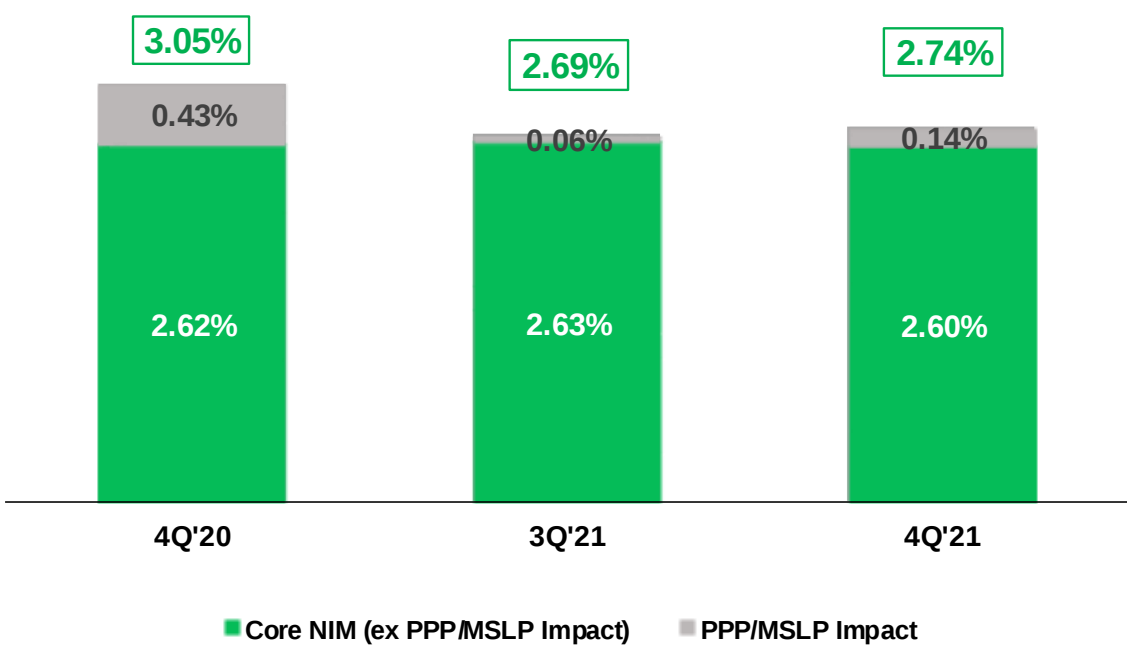
Net interest income, excluding PPP & MSLP, increased by \$3.4MM or 3% QoQ

Net interest income (\$)



PPP Accretion Income	\$ 6,550	\$ 2,261	\$ 1,553
PPP Forgiveness Income	\$ 4,945	\$ 5,675	\$ 8,738
MSLP Fee Income	\$ 14,334	\$ -	\$ -

Net interest margin (%)



Cost of Funds	0.42%	0.22%	0.21%
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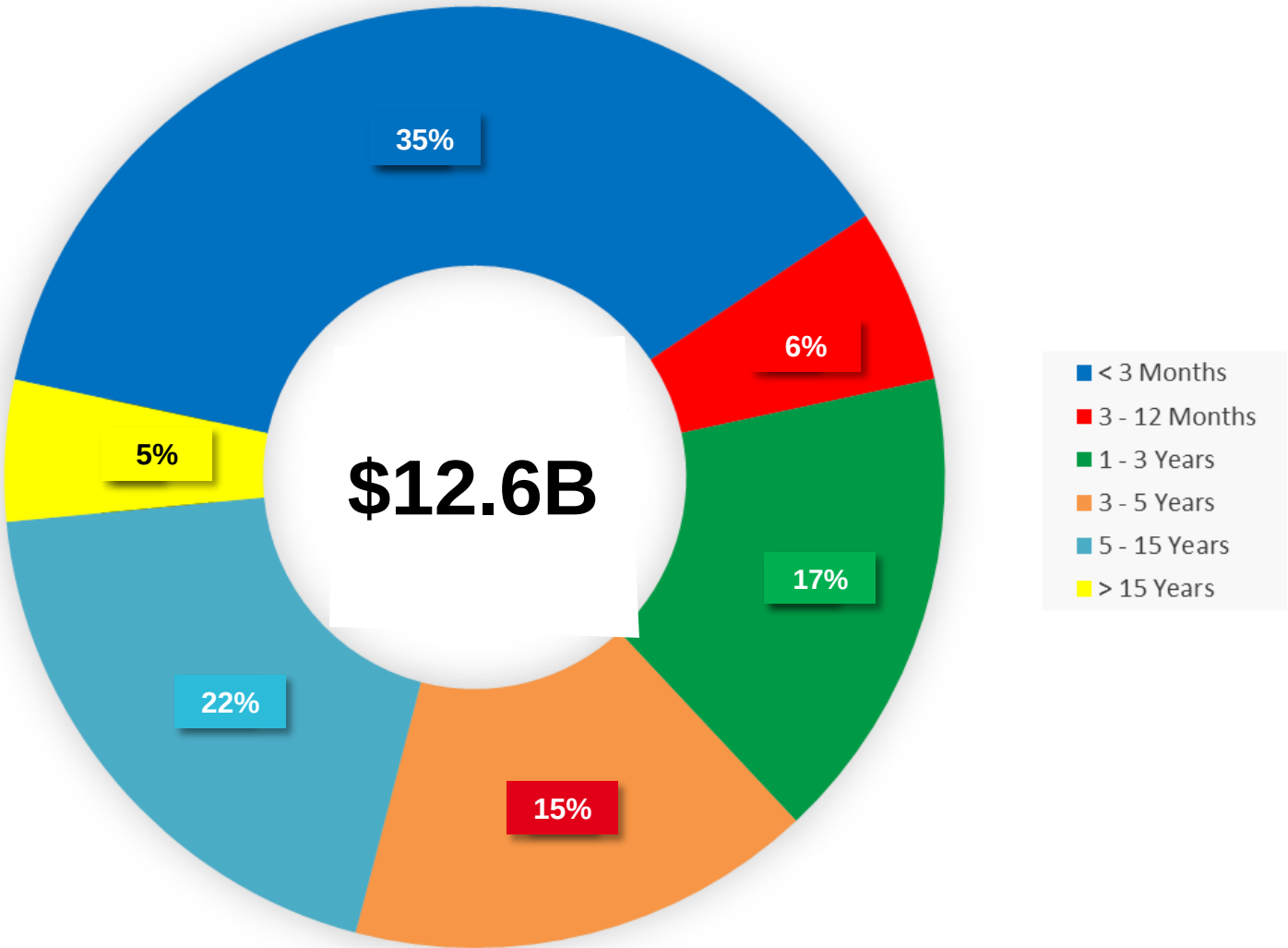
Cost of Funds has decreased YoY by 21bps

We are well positioned for rising rates with 41% of our loan portfolio (excluding PPP) repricing over the next year

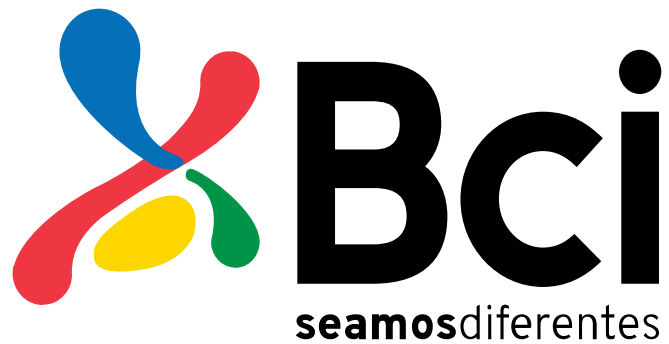
35% of our loans reprice withing three months

Non-interest DDAs represent 40% of our client deposits

\$325MM of long term forward starting swaps funding in 2022 & 2023 @ average rate of 0.55%



Note: Excludes PPP loans



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