



**Banco Santander Chile
Results / Strategy
Update**

Important information

Banco Santander Chile cautions that this presentation contains forward looking statements within the meaning of the US Private Securities Litigation Reform Act of 1995. These forward looking statements are found in various places throughout this presentation and include, without limitation, statements concerning our future business development and economic performance. 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 expectations. These factors include, but are not limited to: (1) general market, macro-economic, governmental and regulatory trends; (2) movements in local and international securities markets, currency exchange rates, and interest rates; (3) competitive pressures; (4) technological developments; and (5) changes in the financial position or credit worthiness of our customers, obligors and counterparties. The risk factors and other key factors that we have indicated in our past and future filings and reports, including those with the Securities and Exchange Commission of the United States of America, could adversely affect our business and financial performance.

Note: the information contained in this presentation is not audited and is presented in Chilean Bank GAAP which is similar to IFRS, but there are some differences. Please refer to our 2019 20-F filed with the SEC for an explanation of the differences between Chilean Bank GAAP and IFRS. Nevertheless, the consolidated accounts are prepared on the basis of generally accepted accounting principles. All figures presented are in nominal terms. Historical figures are not adjusted by inflation. Please note that this information is provided for comparative purposes only and that this restatement may undergo further changes during the year and, therefore, historical figures, including financial ratios, presented in this report may not be entirely comparable to future figures presented by the Bank.

AGENDA

COVID19: REGULATORY & MACRO UPDATE

SAN CHILE: BALANCE SHEET AND RESULTS

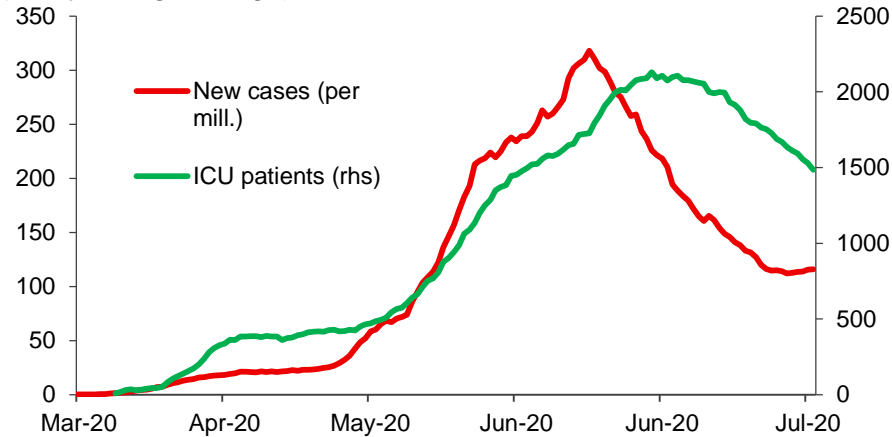
SAN CHILE: STRATEGIC INITIATIVES UPDATE

Macroeconomic environment

A gradual re-opening of the economy has commenced

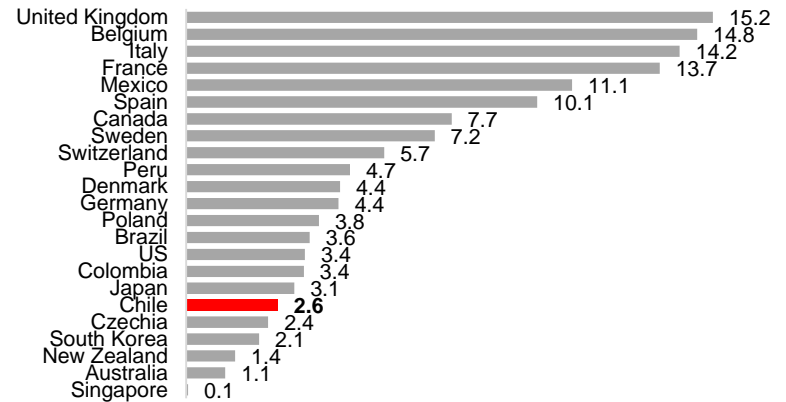
New cases and ICU patients

(7-day rolling average)



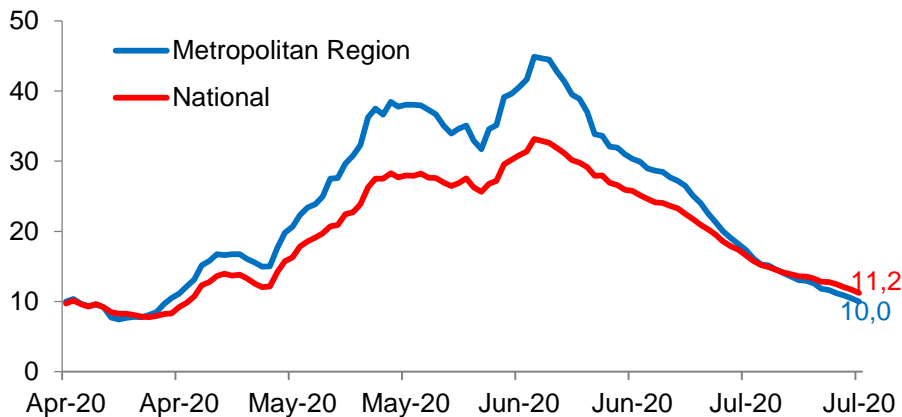
Lethality rate

(% Total deaths/ Total cases, as of July 28)

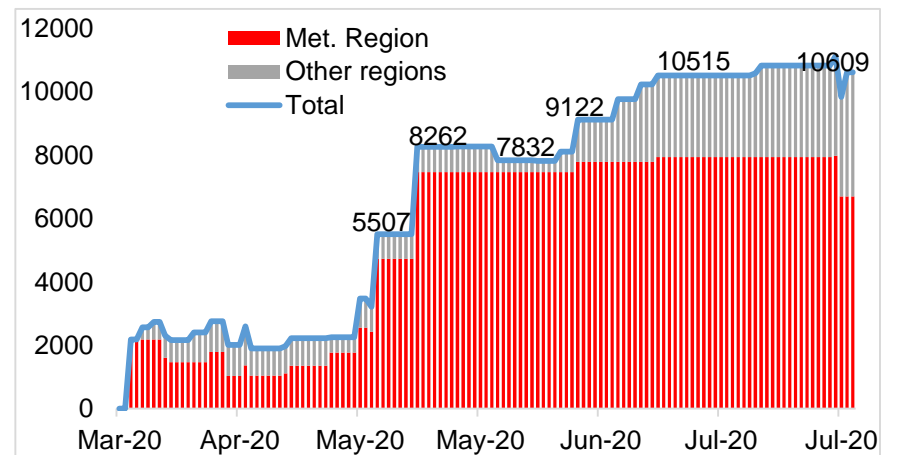


Positivity rates

(7-day rolling average)



People under quarantine



Macroeconomic environment

Step by step phases to open country

Criteria	To pass from quarantine to transition	To pass from transition to no quarantine	To pass from no quarantine to initial phases	To pass from initial phase to advanced phase	To pass from advanced phase to total phase
Regional ICU occupation	$\leq 90\%$	$\leq 85\%$	$\leq 85\%$	$\leq 80\%$	$\leq 80\%$
National ICU occupation	$\leq 85\%$	$\leq 85\%$	$\leq 80\%$	$\leq 80\%$	$\leq 80\%$
Communal Rt	≤ 1	≤ 1	≤ 1	≤ 1	≤ 1
Projected rate of active cases (regional)	Sustained decrease for 3 weeks	Sustained decrease for 2 weeks	≤ 50 per 100,000 inhabitants	≤ 25 per 100,000 inhabitants	≤ 1 per 100,000 inhabitants
Regional positivity rates	$\leq 15\%$	$\leq 10\%$	$\leq 10\%$	$\leq 5\%$	$\leq 1\%$
% of isolated cases in <48 hours	$\geq 80\%$	$\geq 80\%$	$\geq 80\%$	$\geq 80\%$	$\geq 80\%$
% of new contact cases	N/A	N/A	$\geq 60\%$	$\geq 60\%$	$\geq 60\%$

Update on regulatory measures

Covid-19 fiscal fund of up to US\$12 billion

- Two objectives: enhance financial support to families, and provide fiscal stimulus for a fast economic recovery.
- Can be used within two years.
- Financed through debt issuance and financial assets of the Government

Aid to middle class program

- Cash transfer of Ch\$500 thousand (USD 600)
- Public soft loans with 0% real interest, and payment conditional on income.
- Household rent subsidy.
- State guarantee for mortgage postponements of up to 6 months [announced but not yet in Congress]. Many banks are already in their second wave of voluntary reprogramming

COVID-19 guarantee line: Risk weighting to be modified from 100% to 10%.



Update on regulatory measures

One-time early withdrawal of pension saving (tax free)

Amount of savings	Maximum amount to be withdrawn
Savings < US\$ 1,300	Full amount of savings
US\$ 1,300 < Savings < US\$ 13,000	US\$ 1,300
US\$ 13,000 < Savings < US\$ 55,000	10% Savings
US\$ 55,000 < Savings	US\$ 5,500

Liquidity programs: FCIC¹ & LCL² lines: Extension of liquidity program (FCIC2) with a limit of USD 4 bn per bank conditional on loan growth.

Bank bond purchasing program: USD 8 bn for bank bonds and Central Bank bonds, with USD 1.9 bn outstanding.

Treasury bond purchasing: Constitutional reform to allow the Central Bank to buy and sell Treasury bonds in the secondary market [To be approved soon in Congress].

“Plan Paso a Paso Chile Se Recupera”

#1. US\$34bn investment, US\$24.54bn from the private sector

Under the plan the private sector would invest US\$24.52bn in 130 projects, with US\$8.62bn of this total in concessions for 31 assets.

#2. Salary coverage protection for 6 months

The State will create a new / temporary hiring subsidy to cover a percentage of workers' monthly income, valid for a 6-month period, paid directly to companies.

#3. SMEs offered: (1) expanded credit lines/D&A recovery; (2) easing of red-tape

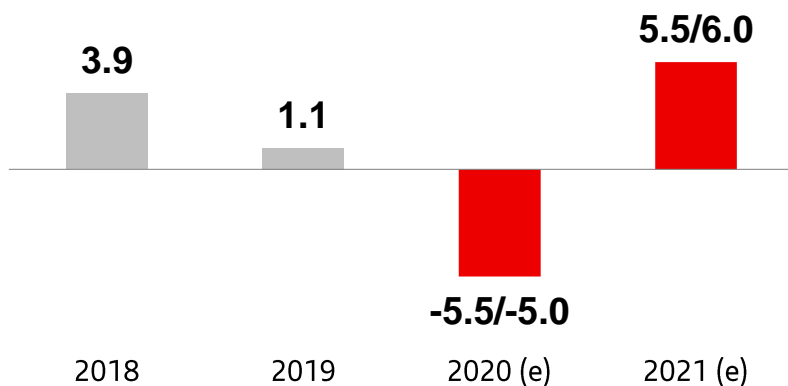
The proposal includes cutting the first tax rate for SMEs from 25% to 10%, postponing VAT payments, the instant depreciation and amortization and support for access to working capital and/or funding via 5 state lifelines (Fogape-Covid, Fogain, PAR, Crece, and Reactivate). Facilitation is a key aim, with consolidation of data into a single portal handling of all SME projects under one office to untangle regulatory bottlenecks.

Macroeconomic environment

The COVID19 crisis has impacted the economy, but less than our regional peers

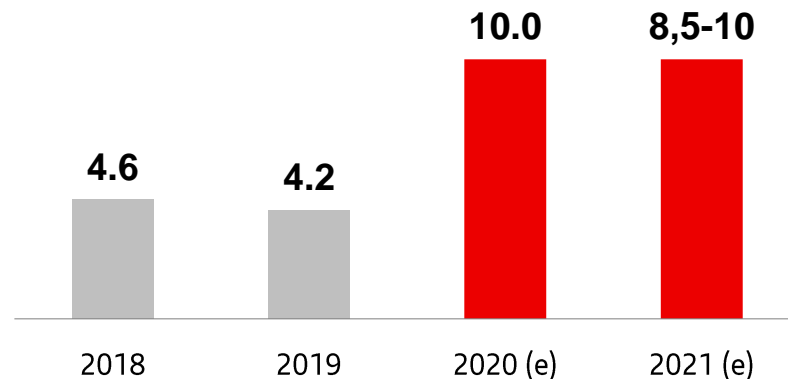
GDP growth

Annual growth %



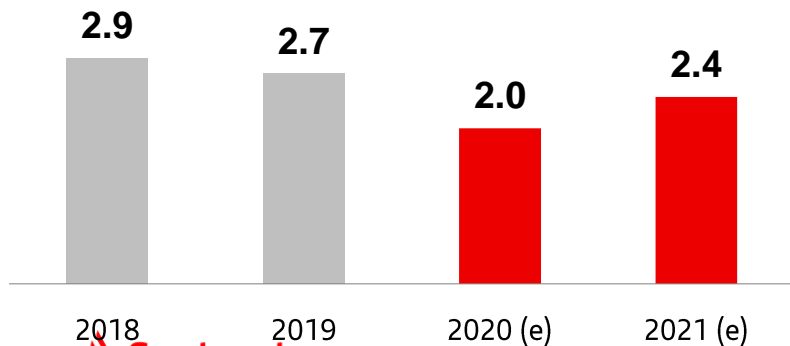
Trade balance (US\$bn)

%



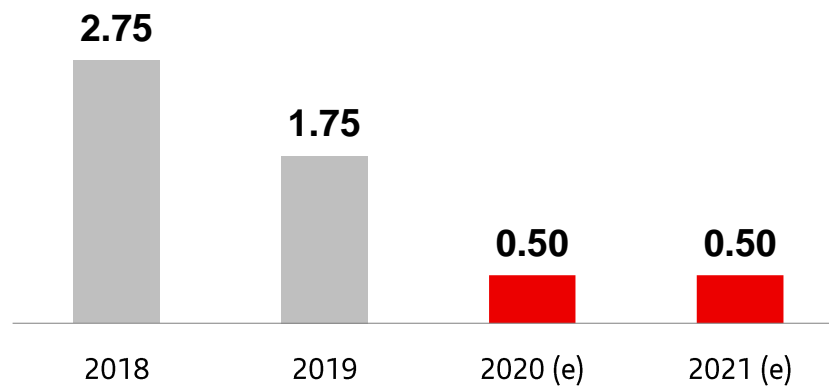
Inflation

Annual change in UF inflation, %



Monetary Policy Rate

%, eof



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SAN CHILE: STRATEGIC INITIATIVES UPDATE

Santander Chile is the nation's leading bank

Figures in US\$



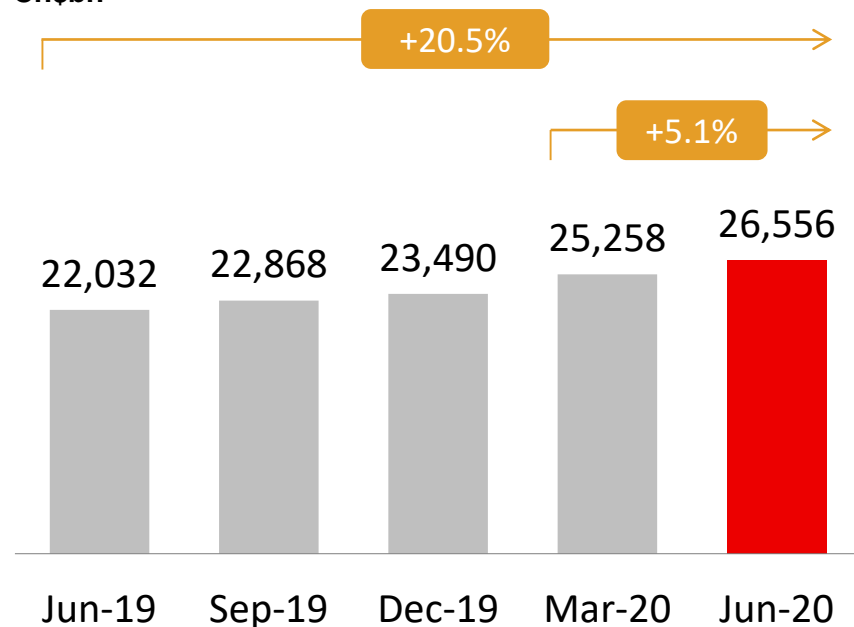
Business and Results	6M20(US\$)	YoY¹
Gross Loans	43.0 bn	13.5%
Deposits	32.3 bn	20.5%
Equity	4.4 bn	10.0%
Attributable profit to parent (LTM)	590 mm	-16.9%
Network and Customers	6M20	Market Share
Clients	3.5 mn	22.0% ³
Digital Clients	1.3mn	34.4% ⁴
Offices	367	18.9%
Market Share²	6M20	Rank
Loans ⁴	18.6%	1
Deposits ⁴	18.5%	1
Checking accounts ²	22.0%	1
Bank credit cards ⁵	22.9%	1

1. Variations with constant euros 2. Market share of clients with checking accounts, as of May 2020. Source: CMF 3. Average yearly market share over clients that enter a website with a passkey. Excludes Banco Estado. Source: CMF. YTD avg as of May 2020. 4. Excludes loans and deposits of Chilean banks held abroad as of June 2020. 5. Market share in terms of monetary amount of credit card purchases, as of May 2020.

Non-interest bearing demand deposits up 39.3% YoY

Total Deposits

Ch\$bn



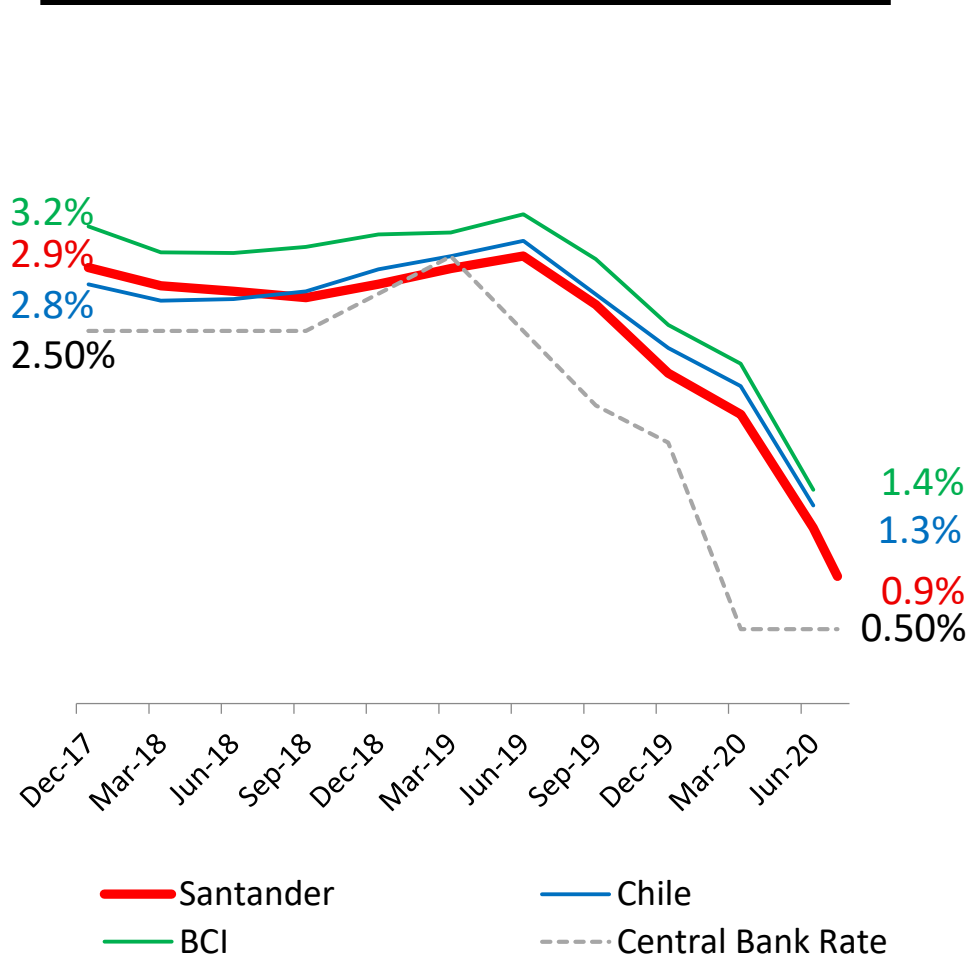
Ch\$ bnS	6M20	YoY	QoQ
Demand deposits	12,411	39.3%	12.3%
Time deposits	14,145	7.8%	(0.5%)
Total Deposits	26,556	20.5%	5.1%
Mutual funds ¹	7,788	24.3%	11.6%
Loans/Deposits²	94%		
LCR³	198%		
NSFR⁴	105%		

1. Banco Santander Chile is the exclusive broker of mutual funds managed by Santander Asset Management, a subsidiary of SAM Investment Holdings Limited. 2. (Net Loans – portion of mortgages funded with long-term bonds) / (Time deposits + demand deposits). 3. LCR calculated following the new local Chilean models 4. Internal methodology and not the local Chilean regulator's guidelines still under discussion.

Balance sheet & results

Improved funding mix & outpacing competitors

CLP Time Deposit Cost Evolution¹



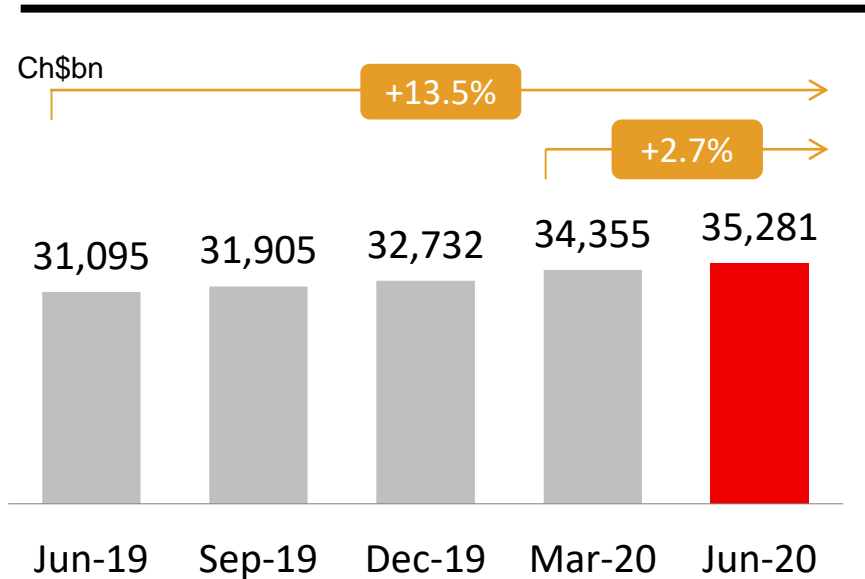
Demand deposits by segment

Ch\$ bn	6M20	YoY	QoQ
Individuals	4,122	32.9%	7.6%
SMEs	2,353	53.6%	31.8%
Retail	6,476	39.7%	15.3%
Middle Market	3,543	32.8%	12.5%
Corporate (SCIB)	2,048	51.0%	0.4%
Total²	12,411	39.3%	12.3%



Loan growth driven by Corporate and FOGAPE guaranteed lines

Total Loans



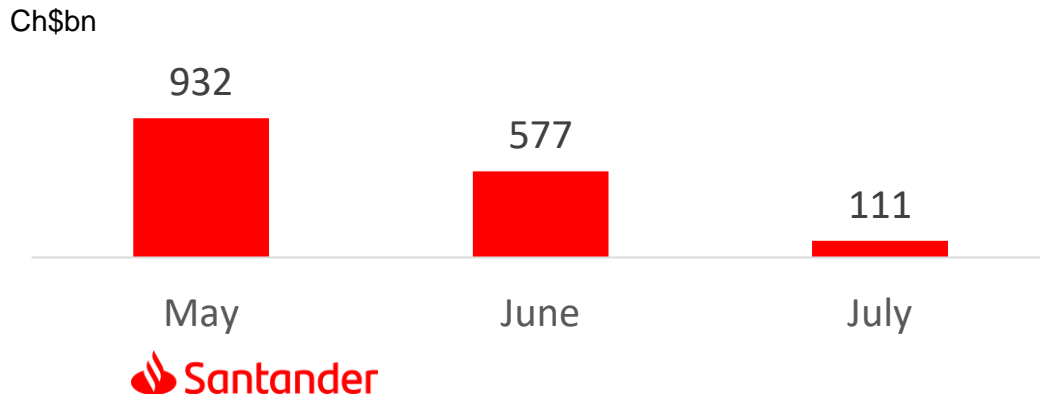
Ch\$ bn	6M20	YoY	QoQ
Individuals ¹	19,018	8.1%	(1.3%)
Consumer	5,068	1.6%	(7.0%)
Mortgages	11,931	11.9%	2.3%
SMEs	4,698	19.9%	13.8%
Retail	23,717	10.3%	1.4%
Middle Market	9,120	15.8%	3.8%
Corporate (SCIB)	2,273	45.4%	4.6%
Total²	35,288	13.5%	2.7%

Covid-19 Bank measures: Reprogramming and FOGAPE loans

Reprogramming and Fogape ¹	Amount	% of loan book ²
Retail	Ch\$ 7,455,334 million (USD 9.1 billion)	43.9% (consumer+mortgage)
Commercial ²	Ch\$ 2,949,601 million (USD 3.6 billion)	16.1% (commercial)
Total	Ch\$ 10,404,935 million (USD 12.7 billion)	29.5%

Fogape Loans	Amount	% of commercial loan book
Total	Ch\$ 1,484,533 million (USD 1.8 billion)	8.1%

FOGAPE loans disbursed each month

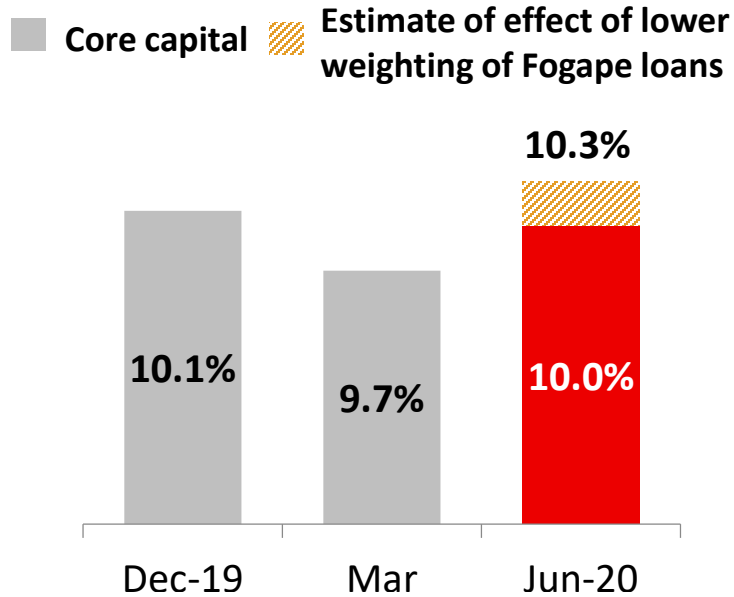


Total disbursed up to June:
Ch\$1.5 trillion

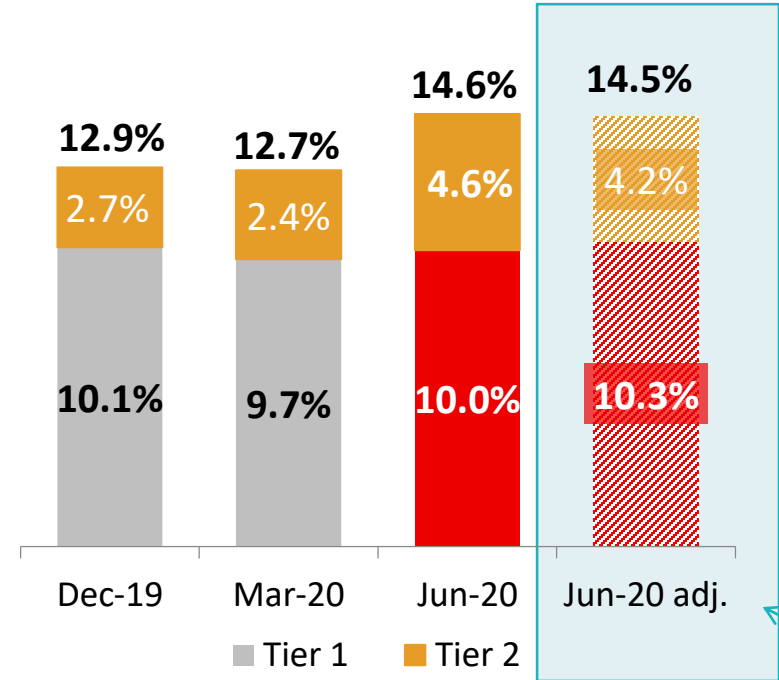
As of June 2020, 8% of commercial
loan book were FOGAPE loans

Healthy capital ratios

Core capital



BIS Ratio

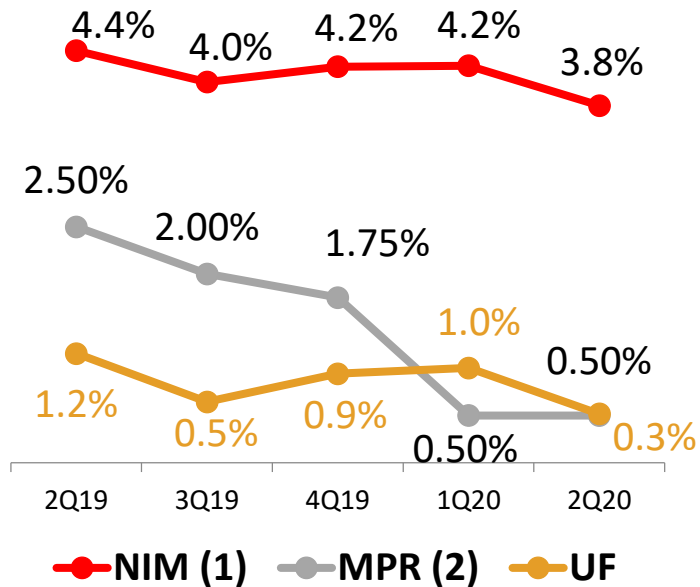


In July the CMF published new treatment for FOGAPE loan guarantees. Instead of computing as Tier II capital, it will now be included in the calculation of RWA with the risk weighting lowered from 100% to 10%

Balance sheet & results

Lower NIMs due to growth in low risk assets. NII up 10.9% YTD

NIM¹ & Inflation



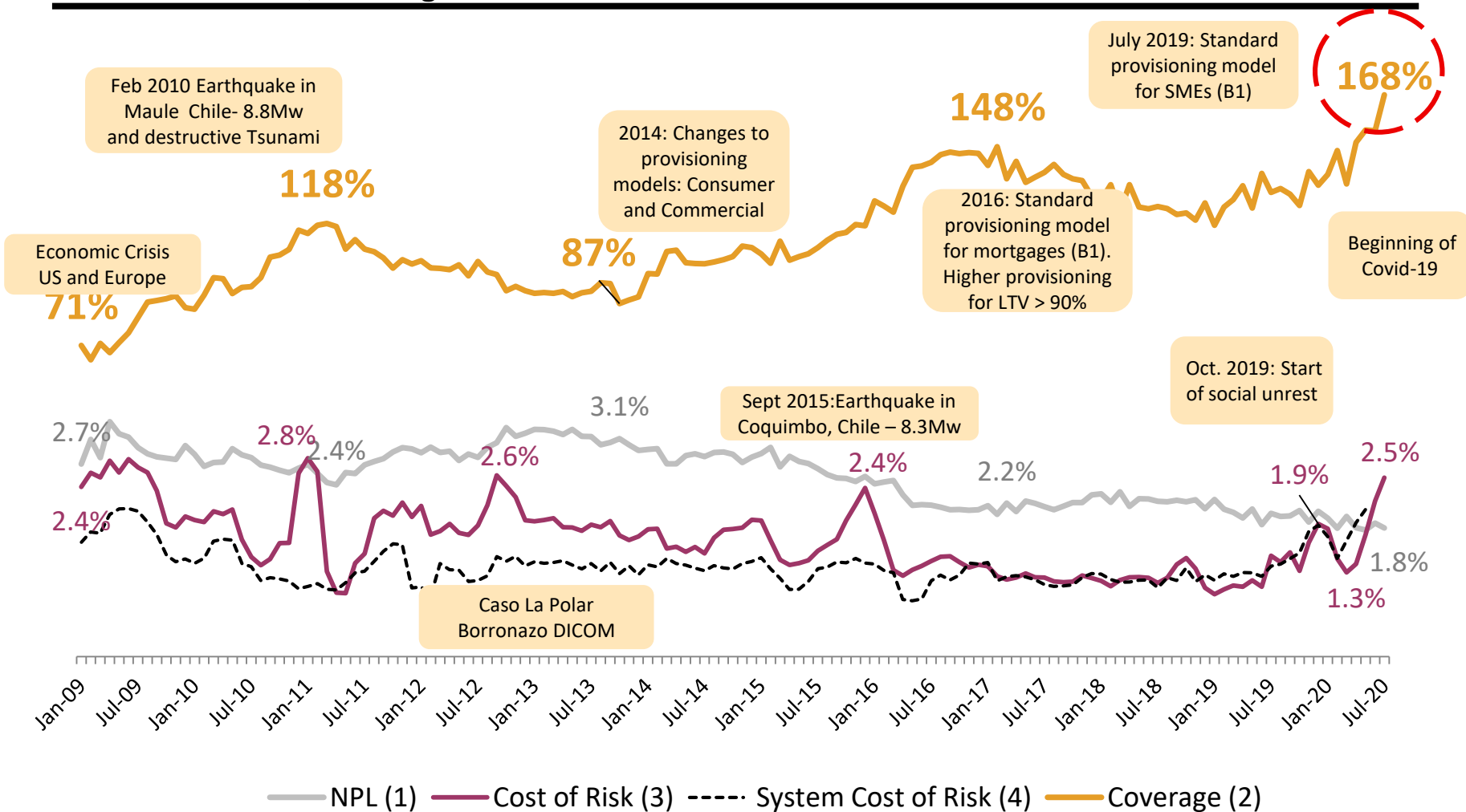
Net interest income

Ch\$ bn	6M20	YoY	QoQ
Net interest income	769	10.9%	(2.0%)
Average interest-earning assets	38,720	15.5%	8.9%
Average loans	34,149	11.0%	3.6%
Interest earning asset yield ³	6.0%	-83bp	-184bp
Cost of funds ⁴	1.97%	-75bp	-141bp
NIM YTD	4.0%	-16bp	

This has been partially offset by a better funding mix

Coverage rising to record levels

Total loans: NPLs, coverage and cost of risk



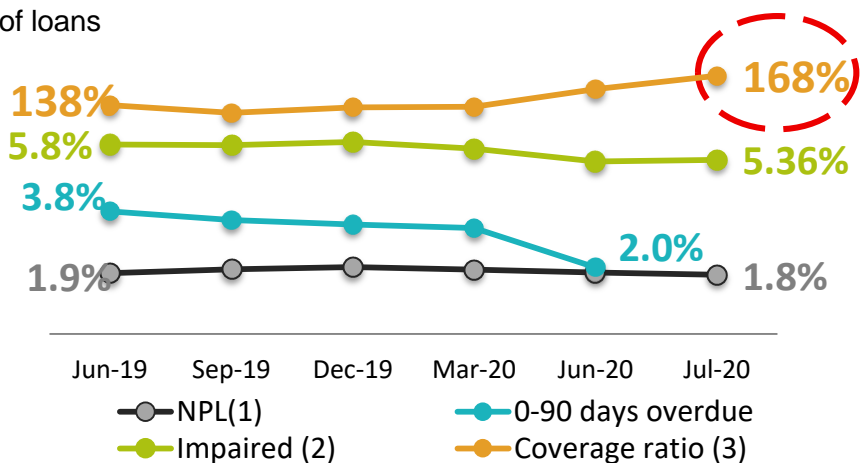
1. Loans with 90 days or more overdue. 2. Stock of provisions divided by NPLs. 3. Quarterly cost of risk = quarterly provision expense/ quarterly average loans. 4. Quarterly cost of risk for the banking system. For May the cost of risk is the monthly provision expense for April and May annualized/ average loans of these months. Source: CMF

Balance sheet & results

Asset quality deterioration lower than expected...

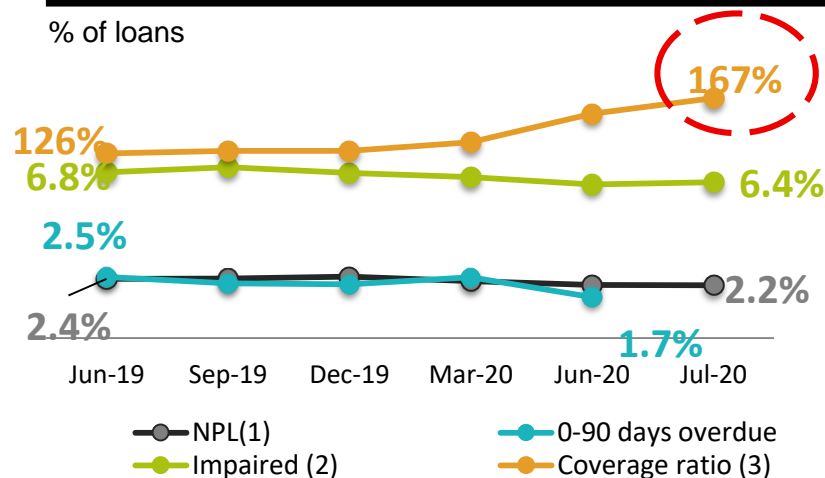
Total loans

% of loans



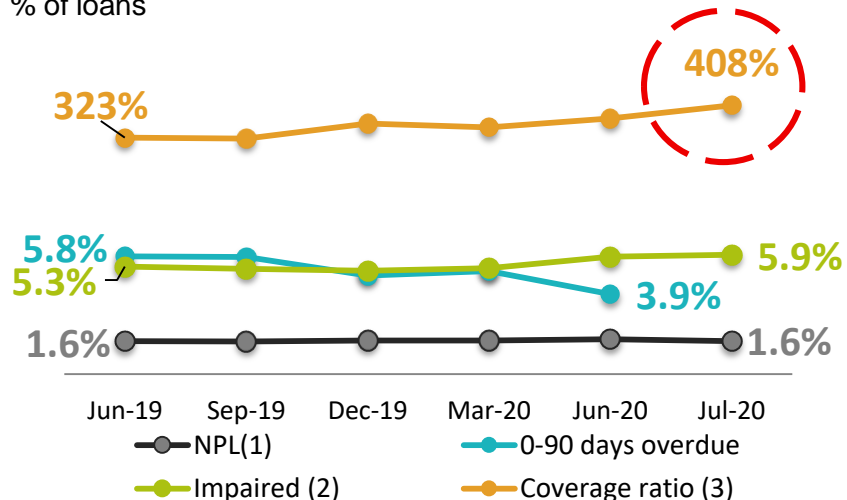
Commercial loans

% of loans



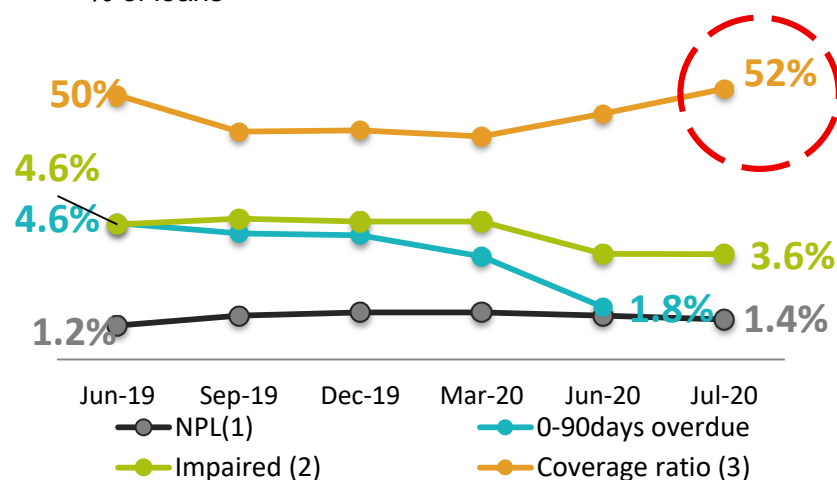
Consumer loans

% of loans



Mortgage loans

% of loans

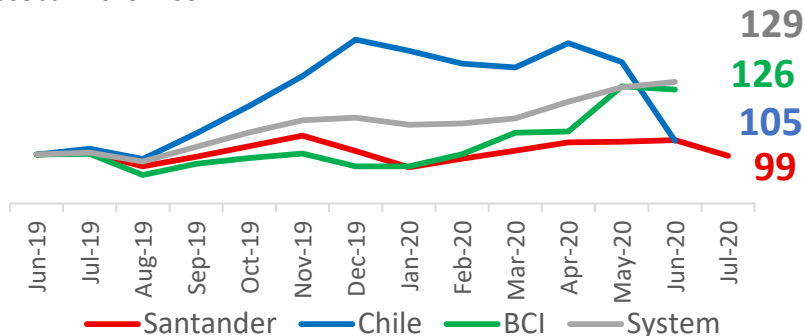


Balance sheet & results

...especially in consumer loans

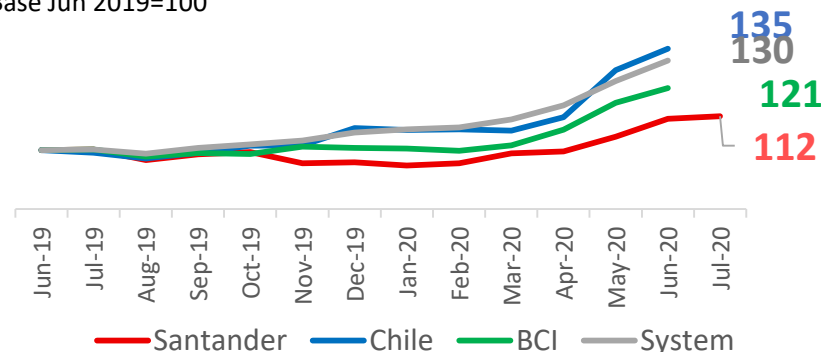
Consumer NPLs¹

Base Jun 2019=100

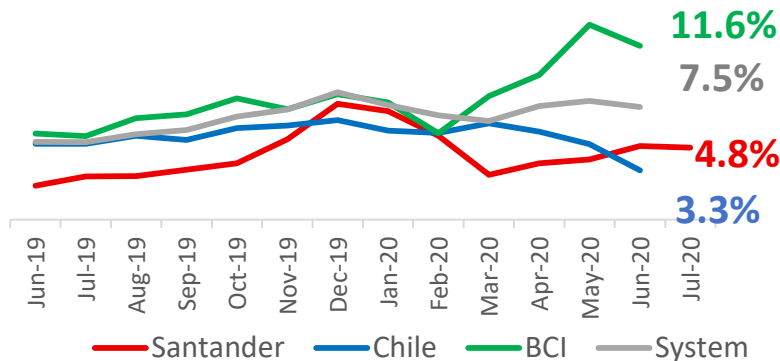


Consumer Impaired Loans²

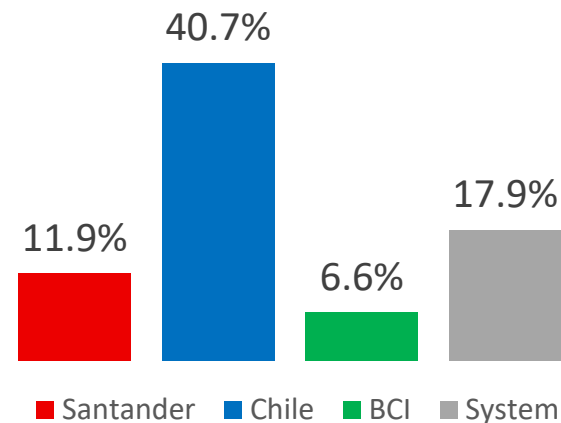
Base Jun 2019=100



Consumer Cost of risk³



Consumer loans reprogrammed⁴

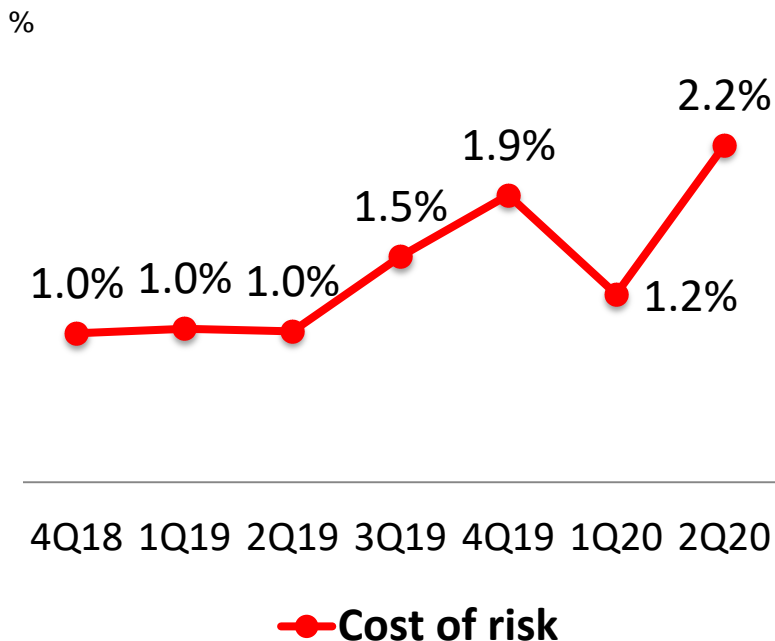


1. 90 days or more NPLs of consumer loans over total consumer loan book. 2. Impaired consumer loans over total consumer loan book. 3. Consumer cost of risk = annualized quarterly consumer provision expense / quarterly average loans. Includes additional provisions. 4. According to the CMF as of June 2020.

Balance sheet & results

Cost of risk reaches 2.2%, including Ch\$30bn in additional provisions

Quarterly cost of risk¹



Provision for loan losses

Ch\$ bn	6M20	YoY	QoQ
Gross provisions and write-offs	(329.8)	69.8%	63.9%
Recoveries	35.9	(13.8%)	(37.6%)
Provisions	(293.9)	92.6%	85.7%
Cost of risk(YTD)¹	1.72%		

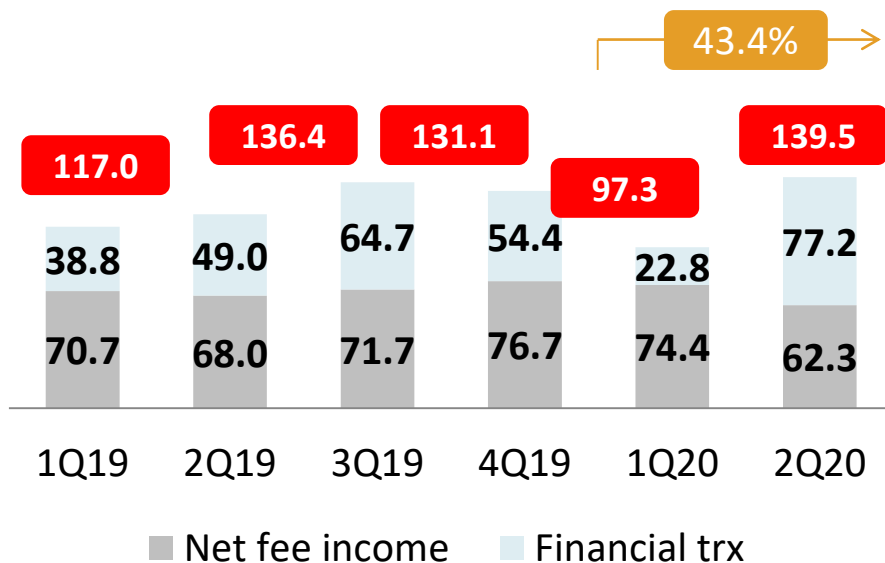
In July '20, an additional voluntary provision of Ch\$30 bn will be recognized to bolster coverage and to reduce cost of risk pressure for 2021

Balance sheet & results

Non-NII increases 43.4% QoQ

Fees & financial transaction

Ch\$bn



Realized gains from AFS portfolio helps to offset reduction of NIMs due to lower inflation

Fees

Ch\$ bn	6M20	YoY	QoQ
Retail	107.9	(3.9%)	(15.0%)
Middle Market	19.7	1.3%	(16.0%)
Corporate	12.5	(12.6%)	(5.9%)
Subtotal	140.1	(4.0%)	(14.3%)
Others	(3.4)	(53.2%)	124.3%
Total	136.7	(1.4%)	(16.3%)

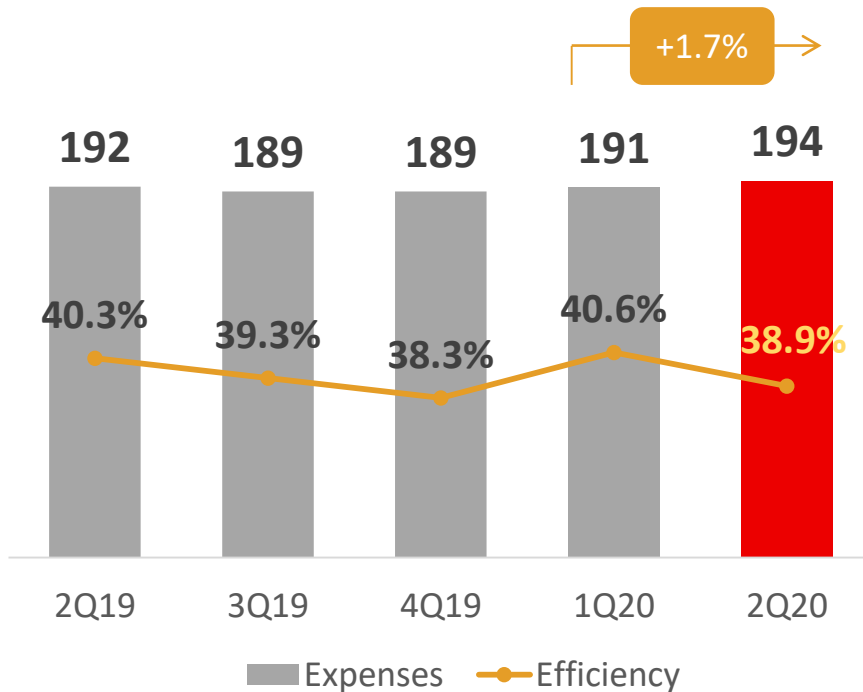
Financial transactions, net

Ch\$ bn	6M20	YoY	QoQ
Client	75.9	111.2%	49.8%
Non-Client	24.1	84.8%	--%
Total	100.1	57.5%	238.0%

Cost growth under control

Operating expenses

Ch\$bn



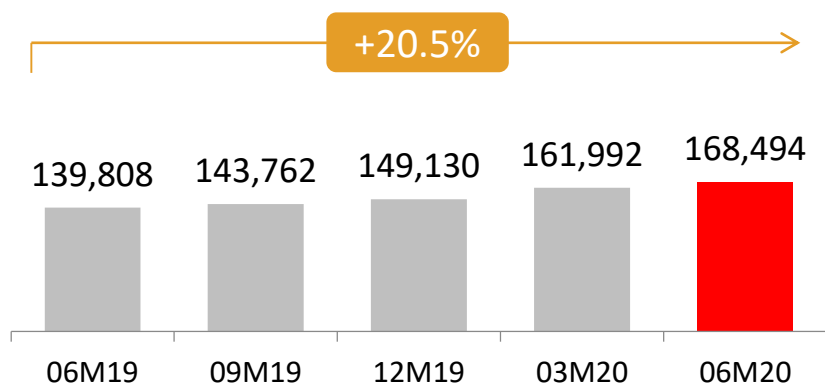
Ch\$ bn	6M20	YoY	QoQ
Personnel expenses	202.6	1.6%	2.9%
Administrative expenses	127.8	5.9%	0.9%
Depreciation	55.3	6.9%	(0.6%)
Operational expenses¹	385.7	3.8%	1.7%
Efficiency ratio²	39.7%	-165bp	-174bp
Costs/assets	1.4%	-48.7bp	-12bp

Balance sheet & results

Strong improvements in productivity and efficiency

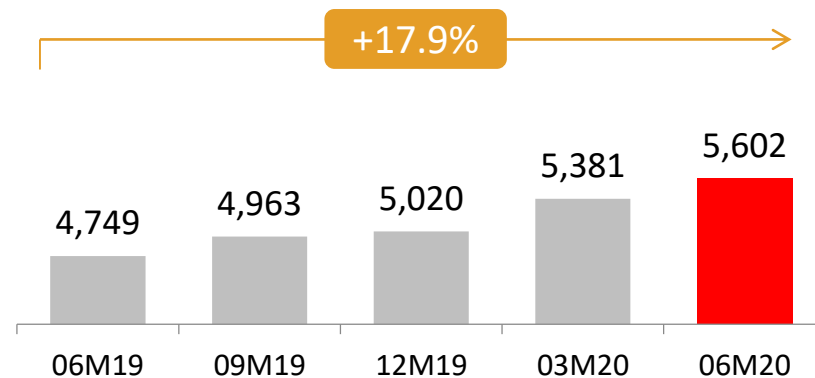
Volumes¹ per point of sale

Ch\$ billion

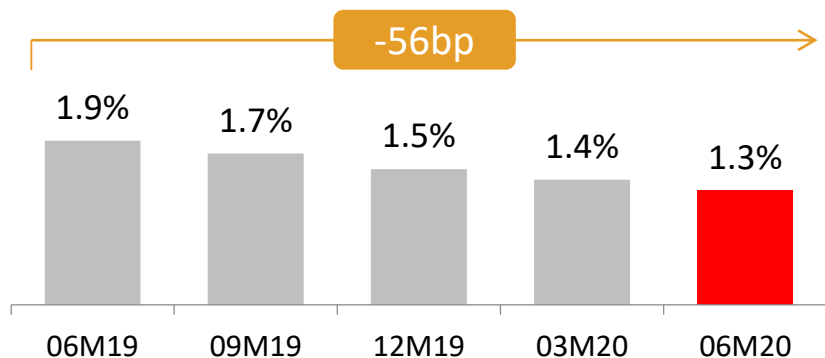


Volumes¹ per employee

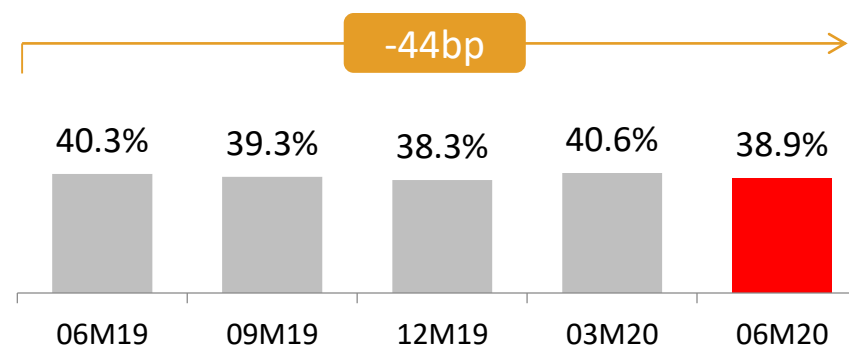
Ch\$ billion



Cost to Assets



Efficiency



1. Volumes = Loans + Deposits

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Strategic initiatives

Moving forward in our innovations

Challenge	Approach	Progress
Offer transactional products with access to digital economy		More than 70,000 clients, with official launch in April 2020
Increase SME access to banks and to digital economy		First operation in Dec. 2019. Full operations begin 2H20
Enter the car loan market, creating synergies with other bank products, creating synergies with other bank products		Transaction complete. Acquired in November 2019
Reactivate loan growth within mass segment		Over 215,000 clients. Already profitable
Continue expanding cross-selling with our clients with better products		Launch of the first Insurtech company in Chile in April 2020
Digitalization of onboarding and loans		Obtain loan without going to a branch
Branch format in digital / socially-distanced world		Building on our Workcafé 2.0 pilot branches to design the future of our network

We have announced an investment plan of US\$380 million for the period of 2019-2021 in technology, branch upgrading and new products and services.

Strength of digital channels has kept the bank moving forward

Open for business

Branches

~90% open 9am – 2pm

Tele-working

~75% are able to work from home

~95% of central services are working from home

Supported by digital banking

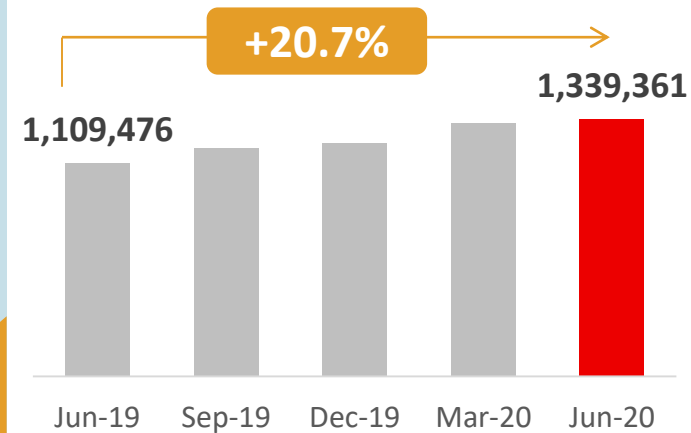
N° of transactions

Online: +11.1% QoQ

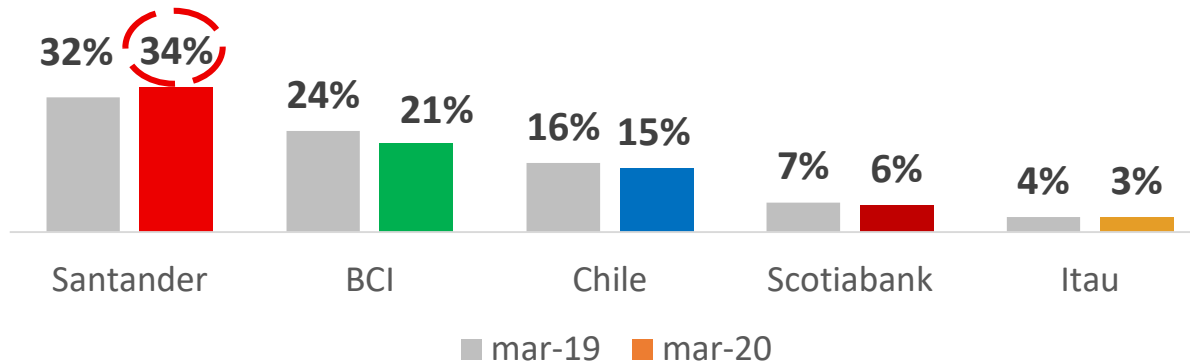
+20.7%

N° of digital clients YoY

Digital clients



Market share of digital clients¹

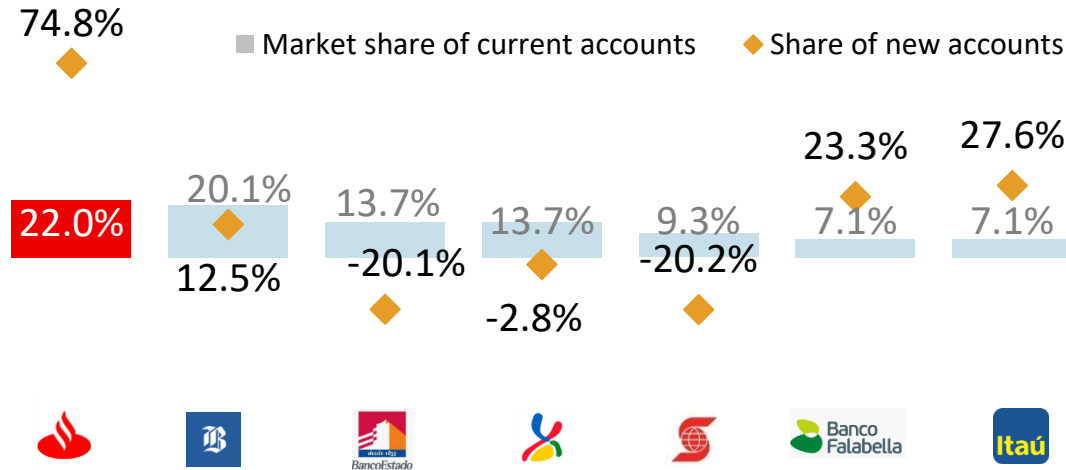


1. Source: CMF as of last available information. Last 12 months yearly average. Based on clients who access their account with a password. Excludes Banco Estado.

Balance sheet & results

75% market share in new account openings / Strong NPS scores

Current account openings 5M20¹



21%

Market share of current accounts¹

75%

Market share of current account openings¹

Net Promoter Score (NPS)²

NPS: Top 2 score

among peers
(score of 38)

N°1

for innovation,
commitment and product
benefits

App NPS 74

Highlighting user
friendliness

Life NPS 71

Our happiest clients



Strategic initiatives

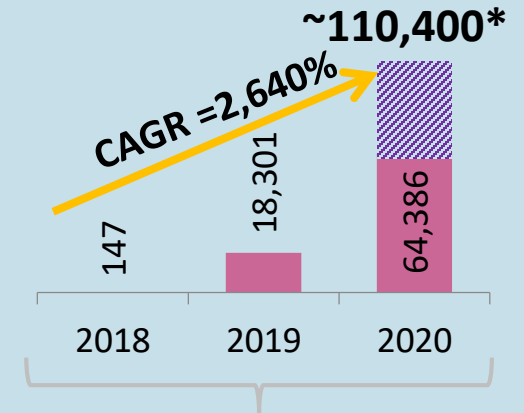
Super Digital: Rapid growth post official launch



- Officially launched in April 2020
- Strategic alliances with companies for direct debit
- Great option for unbanked group who needs a cheap digital account
- Target market: 4.5 million people with income < Ch\$ 400 thousand (US\$7 thousand a year)

People can receive government benefits through this account

New Superdigital clients each year



+80,000
Total SD clients
~200,000 by year-end

All accounts are free of charge during 2020



Recibe tu Ingreso Familiar de Emergencia en Superdigital

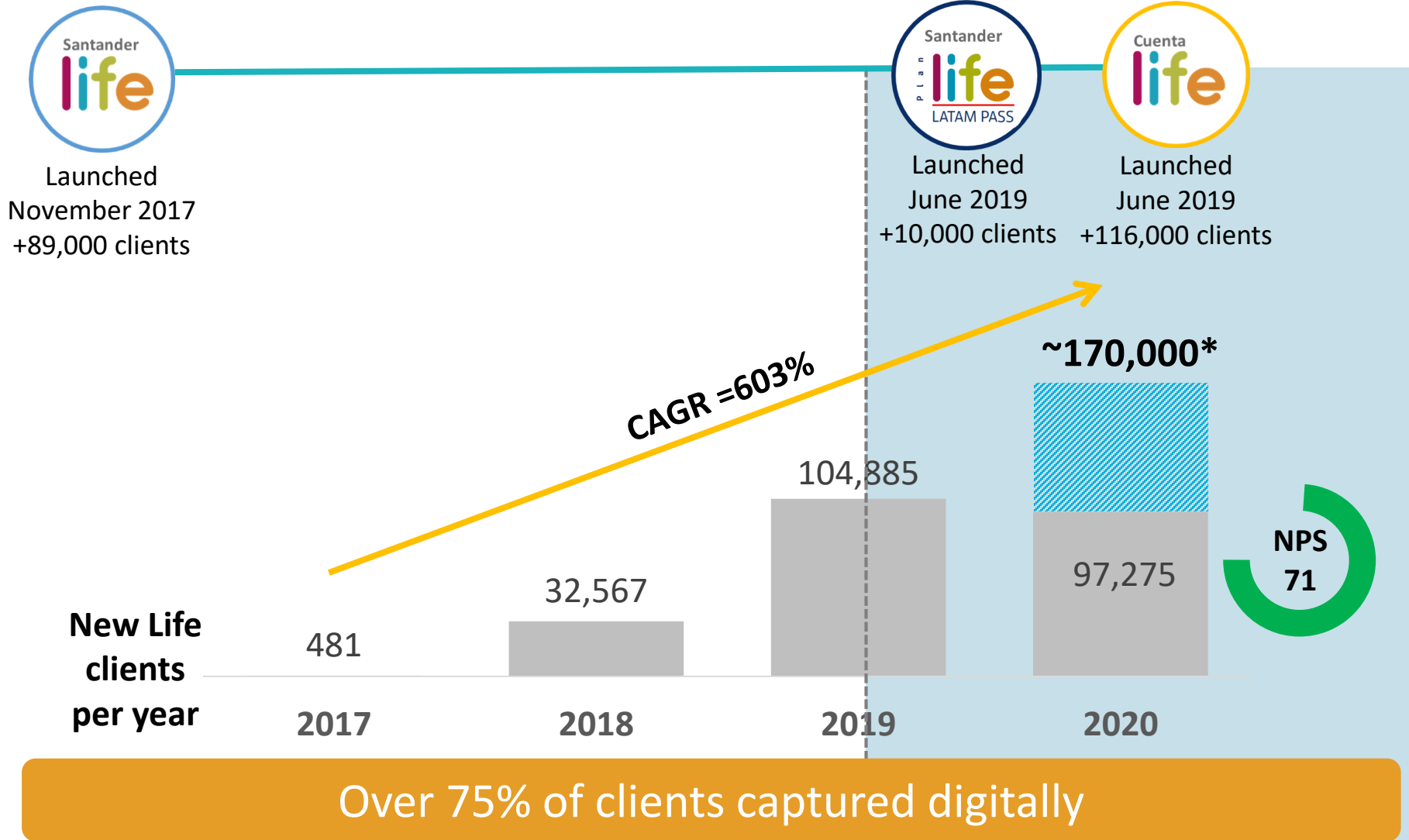
Abrir tu cuenta y mover tu plata tiene costo \$0



*Estimate of new Superdigital accounts if the same average rate of openings from Jan-Jul 2020 is maintained for the rest of the year. CAGR= Compound Annual Growth Rate

Strategic initiatives

Santander Life: record clients growth in July & August with best-in-class NPS



As of July 2020. *Estimate of new Life accounts if the same average rate of openings from Jan-Jul 2020 is maintained for the rest of the year.
CAGR= Compound Annual Growth Rate

Santander Life is already profitable



vs.



Evolution of total gross revenues¹:

1H20: Ch\$18 bn

2019: Ch\$20 bn

2018: Ch\$7 bn

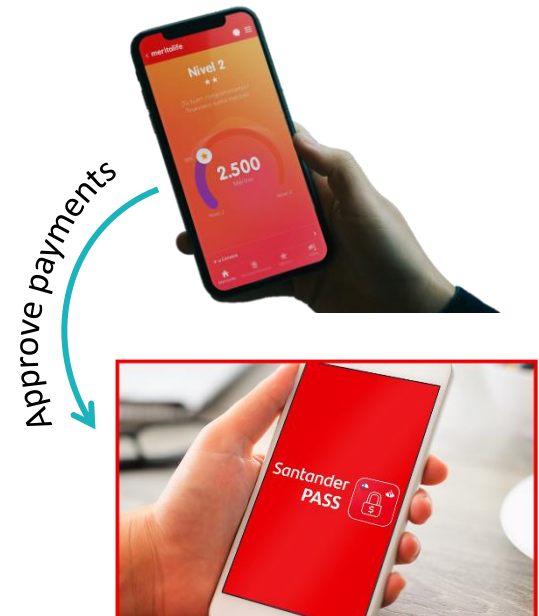


Client acquisition:	US\$150	US\$15
Digital onboarding:	0%	75%
Branches:	100	0

And a better risk profile

The road ahead

1. Upgrading all debit card clients to full current account
2. Access to Santander Pass opens more online payment capabilities
3. New products will be launched soon providing new cross-selling opportunities
4. Merits Program: Inclusion of more non-credit opportunities (savings)
5. Remote attention model based on robotics and AI

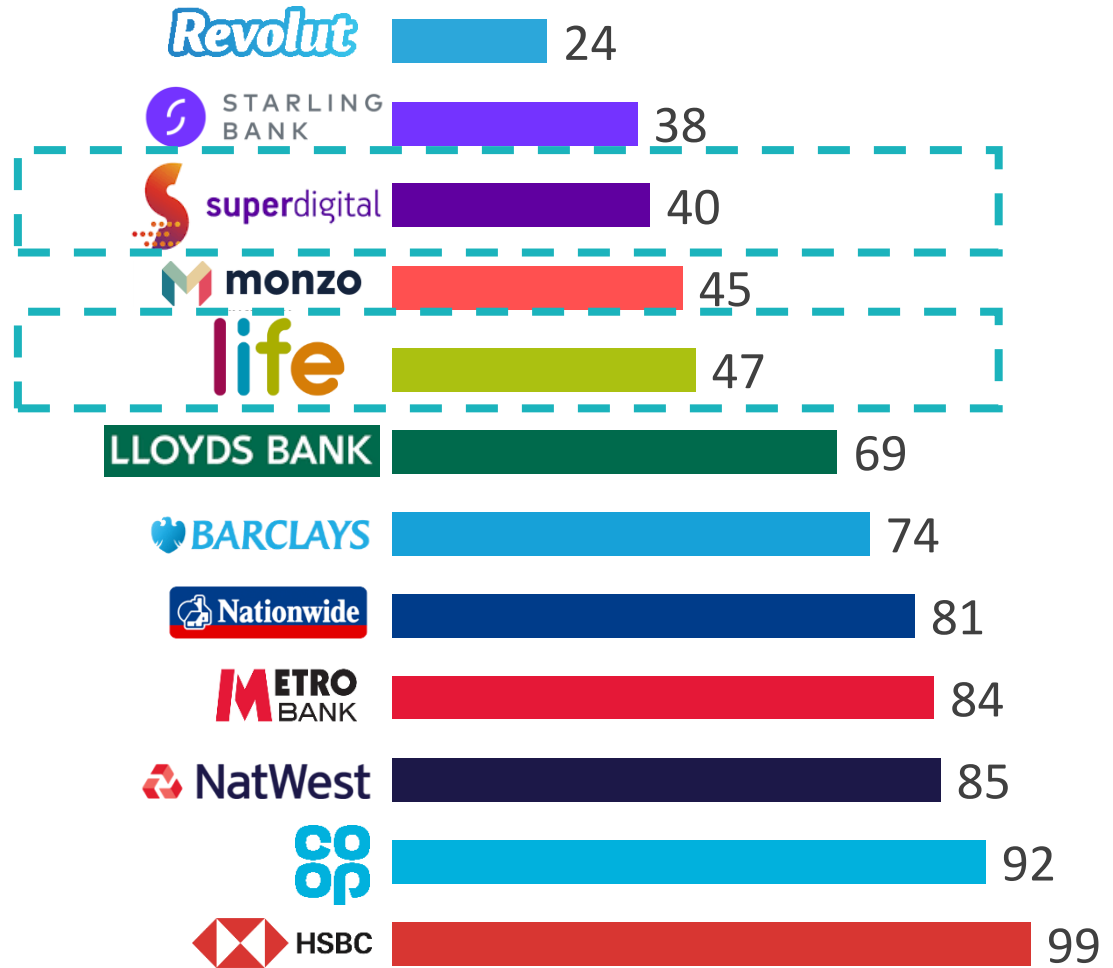


1. Net interest income plus fess

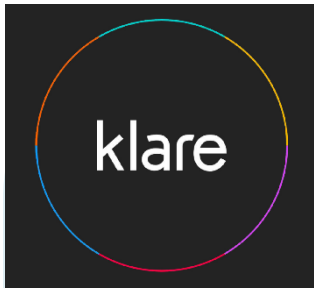
Fewer clicks to create an account

The fewer the better

You lose 10% of potential clients at every step



Online channels driving insurance sales

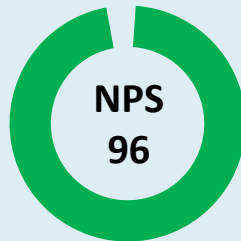


Our collaboration with the first insurtech in Chile selling life insurance

Launched in April 2020, this is an online platform that compared life insurance between different providers in a quick and transparent way.



Equivalent to
40%
of the bank's sales
through traditional
channels in June



Coming
up

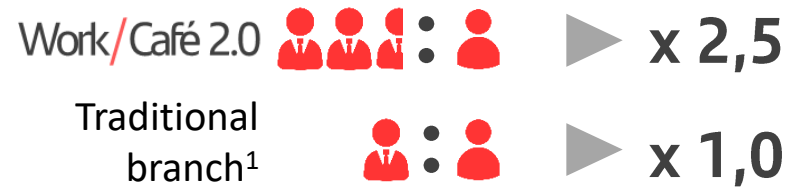
Alliances with savings options and other services

New branch model already successfully piloted

- In light of the success of the Workcafé branch model, we developed the Workcafé 2.0 which we began piloting in 2019.

- Its digital format fits perfectly for the post COVID-19 world
- No tellers
- No vaults
- More efficient and productive
- Significantly more advanced digital and AI capabilities.
- Implementation process accelerated

Commercial : backoffice personnel



	Work/Café 2.0	vs.	Traditional branch ¹
Gross revenues	+32%		+2%
Stock clients	+16%		-1%
New clients	+16%		+3%

Conclusions

2Q20 results reflect our strong core banking franchise

- ✓ The Central Bank and CMF have launched a series of initiatives that will help to maintain liquidity and capital levels.
- ✓ Government measures will also help to mitigate financial impact on the population
- ✓ Strong deposit growth in the quarter. High liquidity levels.
- ✓ Loan growth centered on less risky assets
- ✓ Capital ratios are healthy, which will improve as FOGAPE guarantees will be risk weighted 10% (in line with BIS III)
- ✓ Coverage levels reach record high levels
- ✓ Strong growth of gross income in the quarter, reflecting our defensive business model and balance sheet
- ✓ Accelerating implementation of strategic initiatives. Client growth has remained high due to strength of digital channels. New branch model project underway
- ✓ Solid efficiency levels in the quarter

Annexes

Annexes

Unaudited Balance Sheet	Jun-20	Jun-20	Jun-19	Jun-20/Jun-19
	US\$ Ths ¹	Ch\$ Million		% Chg.
Cash and deposits in banks	4,597,173	3,776,118	1,939,644	94.7%
Cash items in process of collection	456,827	375,238	511,987	(26.7%)
Trading investments	253,515	208,237	163,178	27.6%
Investments under resale agreements	-	-	-	--%
Financial derivative contracts	16,433,145	13,498,185	4,195,904	221.7%
Interbank loans, net	10,612	8,717	8,606	1.3%
Loans and account receivables from customers, net	41,758,774	34,300,657	30,289,001	13.2%
Available for sale investments	6,445,327	5,294,192	2,898,227	82.7%
Held-to-maturity investments	-	-	-	--%
Investments in associates and other companies	12,189	10,012	9,879	1.3%
Intangible assets	86,490	71,043	63,371	12.1%
Property, plant and equipment	230,788	189,569	198,131	(4.3%)
Right of use assets	244,570	200,890	196,041	2.5%
Current taxes	-	-	-	--%
Deferred taxes	628,964	516,631	391,566	31.9%
Other assets	3,137,636	2,577,254	1,166,416	121.0%
Total Assets	74,296,010	61,026,743	42,031,951	45.2%
Deposits and other demand liabilities	15,109,598	12,411,024	8,909,594	39.3%
Cash items in process of being cleared	346,798	284,860	392,441	(27.4%)
Obligations under repurchase agreements	244,522	200,850	133,690	50.2%
Time deposits and other time liabilities	17,221,063	14,145,381	13,122,503	7.8%
Financial derivatives contracts	15,948,708	13,100,269	3,829,988	242.0%
Interbank borrowings	6,639,255	5,453,484	1,835,305	197.1%
Issued debt instruments	11,495,256	9,442,203	8,935,664	5.7%
Other financial liabilities	160,779	132,064	209,927	(37.1%)
Leasing contract obligations	182,594	149,983	151,562	(1.0%)
Current taxes	68,534	56,294	4,674	1104.4%
Deferred taxes	129,526	106,393	39,265	171.0%
Provisions	322,257	264,702	212,022	24.8%
Other liabilities	1,928,924	1,584,418	923,870	71.5%
Total Liabilities	69,797,815	57,331,925	38,700,505	48.1%
Equity				
Capital	1,085,102	891,303	891,303	0.0%
Reserves	2,851,213	2,341,986	2,159,783	8.4%
Valuation adjustments	66,588	54,695	26,108	109.5%
Retained Earnings:				
Retained earnings from prior years	201,641	165,628	-	--%
Income for the period	278,638	228,873	296,662	(22.9%)
Minus: Provision for mandatory dividends	(83,591)	(68,662)	(88,999)	(22.9%)
Total Shareholders' Equity	4,399,590	3,613,823	3,284,857	10.0%
Non-controlling interest	98,606	80,995	46,589	73.9%
Total Equity	4,498,196	3,694,818	3,331,446	10.9%
Total Liabilities and Equity	74,296,010	61,026,743	42,031,951	45.2%

1. The exchange rate used to calculate the figures in dollars was Ch\$821.40 / US\$1

Annexes

	Jun-20	Jun-20	Jun-19	Jun-20/Jun-19
	US\$ Ths ¹	Ch\$ Million		% Chg.
Interest income	1,403,886	1,153,152	1,136,862	1.4%
Interest expense	(468,115)	(384,510)	(443,786)	(13.4%)
Net interest income	935,771	768,642	693,076	10.9%
Fee and commission income	276,317	226,967	244,727	(7.3%)
Fee and commission expense	(109,937)	(90,302)	(106,078)	(14.9%)
Net fee and commission income	166,381	136,665	138,649	(1.4%)
Net income (expense) from financial operations	263,052	216,071	22,911	843.1%
Net foreign exchange gain	(141,224)	(116,001)	64,950	(278.6%)
Total financial transactions, net	121,829	100,070	87,861	13.9%
Other operating income	14,535	11,939	9,947	20.0%
Net operating profit before provisions for loan losses	1,238,515	1,017,316	929,533	9.4%
Provision for loan losses	(357,844)	(293,933)	(152,622)	92.6%
Net operating profit	880,671	723,383	776,911	(6.9%)
Personnel salaries and expenses	(246,630)	(202,582)	(199,308)	1.6%
Administrative expenses	(155,593)	(127,804)	(120,665)	5.9%
Depreciation and amortization	(67,288)	(55,270)	(51,679)	6.9%
Op. expenses excl. Impairment and Other operating expenses	(469,511)	(385,656)	(371,652)	3.8%
Impairment of property, plant and equipment	(777)	(638)	-	--%
Other operating expenses	(55,951)	(45,958)	(30,831)	49.1%
Total operating expenses	(526,238)	(432,252)	(402,483)	7.4%
Operating income	354,433	291,131	374,428	(22.2%)
Income from investments in associates and other companies	726	596	543	9.8%
Income before tax	355,158	291,727	374,971	(22.2%)
Income tax expense	(74,659)	(61,325)	(79,440)	(22.8%)
Net income from ordinary activities	280,499	230,402	295,531	(22.0%)
Net income discontinued operations ²	-	-	1,699	(100.0%)
Net consolidated income	280,499	230,402	297,230	(22.5%)
Net income attributable to:				
Non-controlling interest	1,861	1,529	568	169.2%
Net income attributable to equity holders of the Bank	278,638	228,873	296,662	(22.9%)

Annexes

	2Q20	2Q20	1Q20	2Q19	2Q20/2Q19	2Q20/1Q20
	US\$ Ths ¹		Ch\$ Million		% Chg.	
Interest income	624,200	512,718	640,434	676,111	(24.2%)	(19.9%)
Interest expense	(161,158)	(132,375)	(252,135)	(305,736)	(56.7%)	(47.5%)
Net interest income	463,042	380,343	388,299	370,375	2.7%	(2.0%)
Fee and commission income	123,347	101,317	125,650	123,361	(17.9%)	(19.4%)
Fee and commission expense	(47,549)	(39,057)	(51,245)	(55,387)	(29.5%)	(23.8%)
Net fee and commission income	75,797	62,260	74,405	67,974	(8.4%)	(16.3%)
Net income (expense) from financial operations	73,505	60,377	155,694	191,421	(68.5%)	(61.2%)
Net foreign exchange gain	20,509	16,846	(132,847)	(142,405)	(111.8%)	(112.7%)
Total financial transactions, net	94,014	77,223	22,847	49,016	57.5%	238.0%
Other operating income	6,730	5,528	6,411	4,791	15.4%	(13.8%)
Net operating profit before provisions for loan losses	639,584	525,354	491,962	492,156	6.7%	6.8%
Provision for loan losses	(232,607)	(191,063)	(102,870)	(76,348)	150.3%	85.7%
Net operating profit	406,977	334,291	389,092	415,808	(19.6%)	(14.1%)
Personnel salaries and expenses	(125,089)	(102,748)	(99,834)	(104,751)	(1.9%)	2.9%
Administrative expenses	(78,135)	(64,180)	(63,624)	(61,329)	4.6%	0.9%
Depreciation and amortization	(33,548)	(27,556)	(27,714)	(25,516)	8.0%	(0.6%)
Op. expenses excl. Impairment and Other operating expenses	(236,771)	(194,484)	(191,172)	(191,596)	1.5%	1.7%
Impairment of property, plant and equipment	-	-	(638)	-	--%	(100.0%)
Other operating expenses	(30,315)	(24,901)	(21,057)	(16,666)	49.4%	18.3%
Total operating expenses	(267,087)	(219,385)	(212,867)	(208,262)	5.3%	3.1%
Operating income	139,890	114,906	176,225	207,546	(44.6%)	(34.8%)
Income from investments in associates and other companies	558	458	138	257	78.2%	231.9%
Income before tax	140,448	115,364	176,363	207,803	(44.5%)	(34.6%)
Income tax expense	(36,252)	(29,777)	(31,548)	(37,294)	(20.2%)	(5.6%)
Net income from ordinary activities	104,196	85,587	144,815	170,509	(49.8%)	(40.9%)
Net income discontinued operations ²	-	-	-	1,699	(100.0%)	--%
Net consolidated income	104,196	85,587	144,815	172,208	(50.3%)	(40.9%)
Net income attributable to:						
Non-controlling interest	886	728	801	339	114.7%	(9.1%)
Net income attributable to equity holders of the Bank	103,310	84,859	144,014	171,232	(50.4%)	(41.1%)

Annexes: Key Indicators

Profitability and efficiency	06M20	06M19	Change bp
Net interest margin (NIM) ¹	4.0%	4.1%	(16)
Efficiency ratio ²	39.7%	41.4%	(165)
Return on avg. equity	13.0%	18.2%	(518)
Return on avg. assets	0.8%	1.5%	(67)
Core Capital ratio	10.0%	10.4%	(45)
BIS ratio	14.6%	13.1%	144
Return on RWA	1.3%	1.9%	(61)

Asset quality ratios (%)	Jun-20	Jun-19	Change bp
NPL ratio ³	1.9%	1.9%	2
Coverage of NPLs ratio ⁴	147.2%	137.6%	963
Cost of credit ⁵	1.7%	1.0%	73

Structure (#)	Jun-20	Jun-19	Change (%)
Branches	367	380	(3.4%)
ATMs	1,104	1,037	6.5%
Employees	11,039	11,186	(1.3%)

Market capitalization (YTD)	Jun-20	Jun-19	Change (%)
Net income per share (Ch\$)	1.21	1.57	(22.9%)
Net income per ADR (US\$)	0.59	0.93	(36.3%)
Stock price (Ch\$/per share)	33.6	50.5	(33.5%)
ADR price (US\$ per share)	16.4	29.92	(45.2%)
Market capitalization (US\$m)	8,386	14,119	(40.6%)
Shares outstanding (millions)	188,446.1	188,446.1	--%
ADRs (1 ADR = 400 shares) (millions)	471.1	471.1	--%

1. NIM = Net interest income annualized divided by interest earning assets.

2. Efficiency ratio: Operating expenses excluding impairment and other operating expenses divided by Operating income. Operating income = Net interest income + Net fee and commission income + Total financial transactions, net + Other operating income minus other operating expenses.

3. Capital + future interest of all loans with one installment 90 days or more overdue divided by total loans.

4. Loan loss allowance divided by Capital + future interest of all loans with one installment 90 days or more overdue.

5. Provision expense annualized divided by average loans.

Thank you.

Our purpose is to help people
and business prosper.

Our culture is based on believing
that everything we do should be:

Simple Personal Fair



MEMBER OF
**Dow Jones
Sustainability Indices**
In Collaboration with RobecoSAM

