**FORM 6-K**

**SECURITIES AND EXCHANGE COMMISSION**
**Washington, D.C. 20549**

**Report of Foreign Issuer**

**Pursuant to Rule 13a-16 or 15d-16 of**
**the Securities Exchange Act of 1934**

**Commission File Number: 001-14554**

**Banco Santander Chile**
**Santander Chile Bank**
*(Translation of Registrant's Name into English)*

**Bandera 140**
**Santiago, Chile**
*(Address of principal executive office)*

Indicate by check mark whether the registrant files or will file annual reports under cover of Form 20-F or Form 40-F:

Form 20-F ☒ Form 40-F ☐

Indicate by check mark if the registrant is submitting the Form 6-K in paper as permitted by Regulation S-T Rule 101(b)(1):

Yes ☐ No ☒

Indicate by check mark if the registrant is submitting the Form 6-K in paper as permitted by Regulation S-T Rule 101(b)(7):

Yes ☐ No ☒

Indicate by check mark whether by furnishing the information contained in this Form, the Registrant is also thereby furnishing the information to the Commission pursuant to Rule 12g3-2(b) under the Securities Exchange Act of 1934:

Yes ☐ No ☒

If "Yes" is marked, indicate below the file number assigned to the registrant in connection with Rule 12g3-2(b): N/A

**EXHIBIT INDEX**

| EXHIBIT NO. | DESCRIPTION |
|---|---|
| 99.1 | Banco Santander Chile 4Q19 Earnings Report |
| 99.2 | Banco Santander Chile 4Q19 & 12M19 Results |

**SIGNATURE**

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

**BANCO SANTANDER-CHILE**

| | |
|---|---|
| By: | /s/ Cristian Florence |
| Name: | Cristian Florence |
| Title: | General Counsel |

Date: February 4, 2020

Exhibit 99.1

# Banco Santander Chile

## 4Q19 Earnings Report


January 29, 2020

Santander

# Contents Page




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# 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 2018 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. 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.

# Section 1: Key consolidated data

| **Balance Sheet** (Ch$mn) | **Dec-19** | **Dec-18** | **% Change** |
|---|---|---|---|
| Total assets | 50,578,246 | 39,197,356 | 29.0% |
| Gross customer loans | 32,731,735 | 30,282,023 | 8.1% |
| Customer deposits | 23,490,249 | 21,809,236 | 7.7% |
| Customer funds[1] | 30,014,347 | 27,385,479 | 9.6% |
| Total shareholders' equity | 3,390,823 | 3,239,546 | 4.7% |
| **Income Statement (YTD)** | **Dec-19** | **Dec-18** | **% Change** |
| Net interest income | 1,416,851 | 1,414,368 | 0.2% |
| Net fee and commission income | 287,086 | 290,885 | (1.3%) |
| Net operating profit before provisions for loan losses | 1,935,554 | 1,849,861 | 4.6% |
| Provision for loan losses | (420,447) | (325,085) | 29.3% |
| Op expenses excluding impairment and other op. exp. | (749,861) | (721,933) | 3.9% |
| Operating income | 701,499 | 757,064 | (7.3%) |
| Income before tax | 702,645 | 758,389 | (7.4%) |
| Net income attributable to equity holders of the Bank | 552,093 | 591,902 | (6.7%) |
| **Profitability and efficiency** | **Dec-19** | **Dec-18** | **Change bp** |
| Net interest margin (NIM) [2] | 4.1% | 4.4% | (32) |
| Efficiency ratio[3] | 40.0% | 40.0% | (1) |
| Return on avg. equity | 16.7% | 19.2% | (244) |
| Return on avg. assets | 1.3% | 1.6% | (32) |
| Core capital ratio | 10.1% | 10.6% | (46) |
| BIS ratio | 12.9% | 13.4% | (55) |
| Return on RWA | 1.7% | 2.0% | (28) |
| **Asset quality ratios (%)** | **Dec-19** | **Dec-18** | **Change bp** |
| NPL ratio[4] | 2.1% | 2.1% | (3) |
| Coverage of NPLs ratio [5] | 133.0% | 126.1% | 693 |
| Cost of credit[5] | 1.3% | 1.1% | 22 |
| **Structure (#)** | **Dec-19** | **Dec-18** | **Change (%)** |
| Branches | 377 | 380 | (0.8%) |
| ATMs (including depositary ATMs) | 1,088 | 998 | 9.0% |
| Employees | 11,200 | 11,305 | (0.9%) |
| **Market capitalization (YTD)** | **Dec-19** | **Dec-18** | **Change (%)** |
| Net income per share (Ch$) | 2.93 | 3.14 | (6.7%) |
| Net income per ADR (US$) | 1.57 | 1.80 | (12.9%) |
| Stock price (Ch$/per share) | 43 | 51.69 | (16.8%) |
| ADR price (US$ per share) | 23.07 | 29.9 | (22.8%) |
| Market capitalization (US$mn) | 11,180 | 14,047 | (20.4%) |
| Shares outstanding (millions) | 188,446.1 | 188,446.1 | --% |
| ADRs (1 ADR = 400 shares) (millions) | 471.1 | 471.1 | --% |

1. Customer funds= Demand deposits+ Time deposits+ Mutual funds brokered. Banco Santander Chile is the exclusive broker of mutual funds managed by Santander Asset Management S.A. Administradora General de Fondos, a subsidiary of SAM Investment Holdings Limited.
2. NIM = Net interest income annualized divided by interest earning assets.
3. 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.
4. Capital + future interest of all loans with one installment 90 days or more overdue divided by total loans.
5. Loan loss allowance divided by Capital + future interest of all loans with one installment 90 days or more overdue.
6. Provision expense annualized divided by average loans.

## Section 2: Summary of results[1]

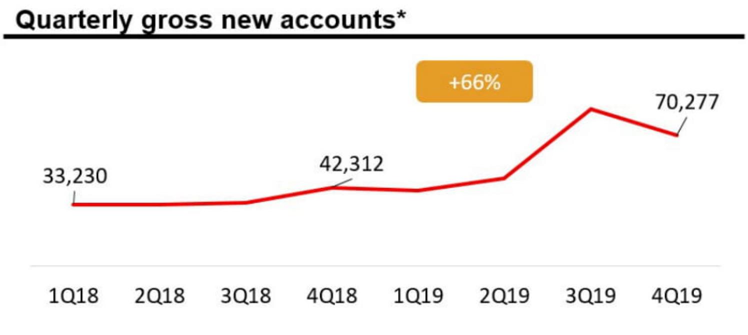
***Recurring ROAE of 17.7% reached in 2019.***

**Net income attributable to shareholders in 12M19** decreased 6.7% YoY with a stated ROAE at 16.7% for the twelve month period. This decline was mainly due to the increase of the Bank's **cost of credit** form 1.0% in 2018 to 1.3% in 2019. This was partially offset by the 4.6% increase in **net operating profit before provisions for loan losses** as the Bank experienced a favorable year in business activity and client growth. The Bank also continued to show a world class efficiency ratio, which finished the year at 40%. Adjusting for the additional provisions in the fourth quarter of Ch$ 16 billion, as well as the one-time charge for the regulatory change in commercial loans analyzed on a group basis of Ch$31 billion in 3Q19, the r**ecurring ROAE** would have reached 17.7%.

**Net income attributable to shareholders in 4Q19** totaled Ch$116,707 million (Ch$0.62 per share and US$0.33 per ADR). This was a decrease of 25.5% compared to 4Q18 (from now on YoY) and 15.9% compared to 3Q19 (from now on QoQ). In the quarter **net operating profit before provisions for loan losses** increased 9.3% YoY and 5.2% QoQ, with healthy growth of margins, fees and financial transactions. This was offset in the quarter by higher provisions for loan losses triggered by the social unrest and lower growth expectations for 2020. Furthermore, in November the Bank established additional provisions in the quarter of Ch$16 billion for its consumer loan book.

***Record client growth in 2019***

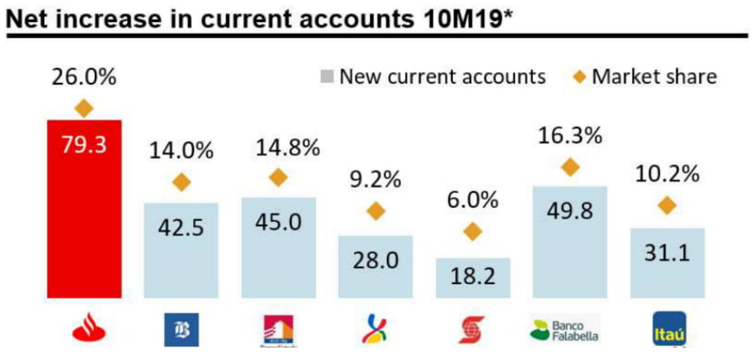
The Bank's business activity remained solid in 4Q19 despite the social unrest. During 2019 total client growth reached record levels driven by higher client satisfaction and new product launches. These trends continued in the fourth quarter reflecting the strength of the Bank's digital channels in capturing new clients and cross-selling existing ones. In 2018, client acquisition ranged between 30,000-40,000 a quarter compared to 84,248 in 3Q19 and 76,587 in 4Q19. Santander Life continues to be the main contributor to new client growth due to the success of this product's Merit Program and Digital On-boarding process. Total Santander Life clients reached over 138,600 clients and with a total loan amount of more than Ch$ 43 billion. In checking accounts, the Bank also had a record year. According to the lastest available data, Santander Chile's market share in new account openings reached 26.0% in 2019 and we reached more than 1 million checking accounts in the Chilean market.




* Includes checking accounts, Life, and Superdigital

1. The information contained in this report is unaudited and is presented in accordance with Chilean Bank GAAP as defined by the Financial Markets Commission (CMF).

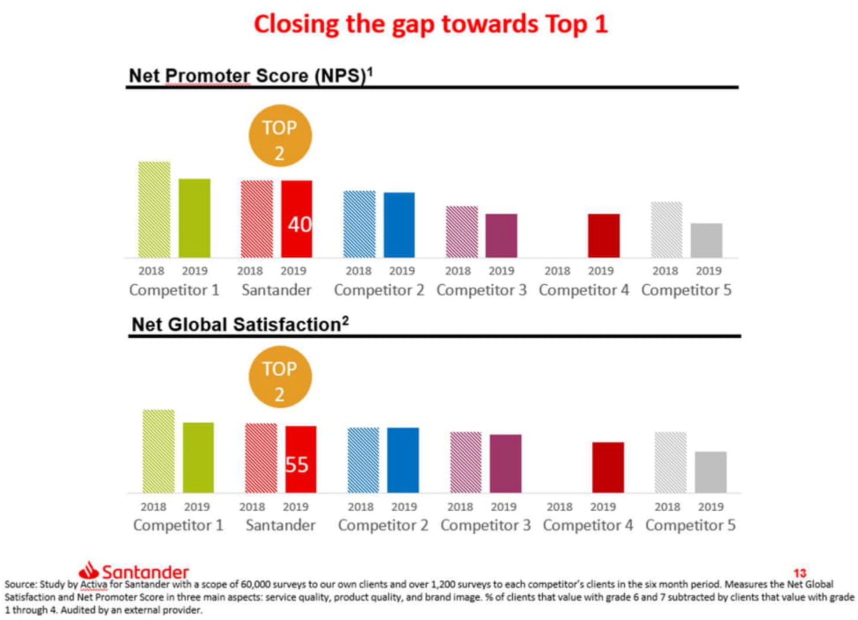
Cross-selling among existing clients also continued to rise in the quarter. Client loyalty[2] continued to rise with loyal individual customers in the high-income segment growing 6.8% YoY and 4.3% YoY among Mid-income earners. Loyal SMEs clients rising 5.3% in 2019. Total digital customers[3] increased 13.2% in 2019.




* Market share with information published by the CMF as of Oct. 2019, latest available information

***Top 2 for customer satisfaction and recommendation. Top 3 in GPTW***

The rise in clients and cross-selling was also fueled by the ongoing improvements in client service. Between 15-20% of every employee's targets now depend on the Bank's NPS and customer satisfaction scores. These are done by an independent evaluator and the results are audited by an external entity. According to the latest surveys, we reached Top 2 in client recommendation (NPS) and satisfaction, closing the gap with the leader.




2. Loyal high income and middle income customers with 4 products plus a minimum profitability level and a minimum usage indicator, all differentiated by segment. SME + Middle-market cross-selling differentiated by client size using a point system that depends on number of products, usage of products and income net of risk.
3 Digital customers are clients who access their web account using a passcode

In 2019, we also improved our ranking according to the Great Place to Work survey reaching 3rd place among all Chilean companies with more than 1,000 employees. This also shows the efforts to continue improving the quality of our workforce. We were chosen best company in corporate governance in a survey by EY in which 347 analysts, agencies and directors responded. Furthermore in the quarter, we were awarded Bank of the Year in Chile by The Banker, which highlighted our improvement in client experience through the development of new digital services and our operational efficiency.


### *Acquisition of Santander Consumer completed in November 2019*

In the quarter we received the final approval of the CMF for the acquisition of 51% of Santander Consumer Chile S.A., an auto-financing company. We paid a total amount of Ch$ 62,136 million for 51% of the company and the remaining 49% is owned by Banco Santander S.A. (Spain). This amounted to Ch$451 billion of consumer loans as of December 2019, which is around 8% of our consumer loan book.

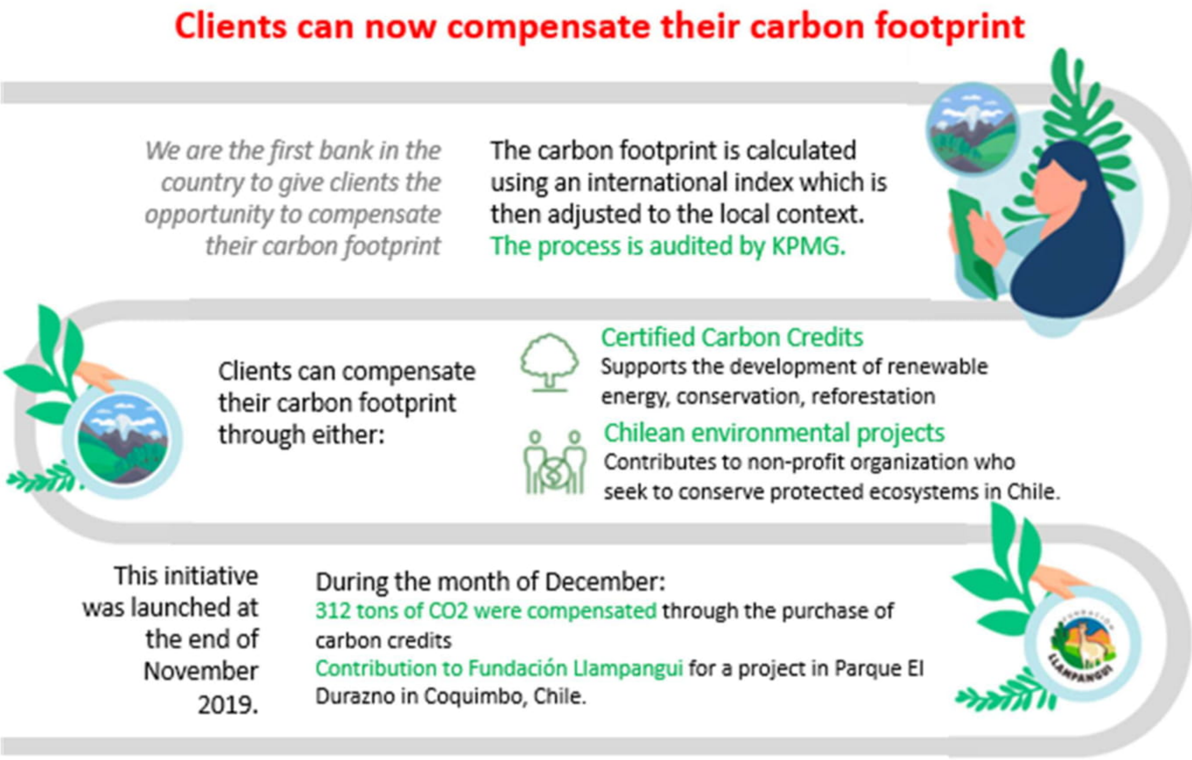
### *Getnet, our new acquiring business, performed its inaugural transaction. Klare subsidiary created.*

In the quarter, we also made progress with our acquiring business, with the President of the Bank, Claudio Melandri, making the first transaction through Getnet, the new brand name of our acquiring business. We expect to start to ramp up this business in the first semster of the year.  We also completed the creation of a new subsidiary called Klare, which will be an online platform where individuals can compare insurance between different providers and this will drive insurance brokerage fees.

**_Advancing in ESG metrics._**

During 2019, we continued to focus on ESG themes. During the year, we maintained our position as part of the Dow Jones Sustainability Index in Chile and MILA and our MSCI sustainability grade of A. Furthermore, we improved our rating with Vigeo Eiris from a score of 38 out of 100 to 58 out of 100, improving from Limited to Robust. This score puts us at Top 4 in emerging markets and Top 8 in the world in our industry (retail and specialized banks).


In the quarter, we also launched our first green product for retail clients. Clients can now compensate their monthly carbon footprint through our webpage and APP. The Bank with the aid of external advisors is now able to calculate a client's carbon footprint based on their monthly expenditures. The amount of carbon a client uses can be offset by buying, on the Bank's webpage or APP, carbon bonds or donating to a green project in Chile. 312 tons of carbon emissions were compensated by our clients in December.



### *Non-interest bearing demand deposits increase 8.8% QoQ and 17.8% YoY*

The Bank's **total deposits** increased 7.7% YoY and 2.7% QoQ in 4Q19. In 4Q19, deposit growth was led by a strong rise of non-interest bearing demand deposits, which grew 8.8% QoQ and 17.8% YoY. This growth was due to high growth of retail checking accounts, continued strength in the Bank's transactional banking services for companies, a seasonal rise in demand deposits in 4Q on behalf of corporates and a preference of clients for liquidity during the social unrest events. This also led to a high liquidity ratio at year-end with the Bank's LCR and NSFR reaching 143% and 108%, respectively.

### *Loan growth driven by retail banking in the quarter*

**Total loans** increased 8.1% YoY and 2.6% QoQ, led by loans in retail banking which grew 4.3% QoQ and 10.3% YoY. In 4Q19, **Loans to individuals** was the fastest growing segment and increased 5.1% QoQ and 11.3% YoY. **Consumer loans** increased 13.6% YoY and 9.4% QoQ driven by the incorporation of Santander Consumer Chile S.A. in November following the final approval at the extraordinary shareholders' meeting in August and of the CMF[4]. This contributed Ch$451 billion of consumer loans as of December 2019, representing 8% of the consumer loan book. **Mortgage loans** continued to grow healthily and increased 3.3% QoQ and 11.0% YoY. Long-term interest rates decreased in 2019, and despite rising in 4Q19, they remained at attractive levels, fueling loan growth in this product. **Loans to SMEs** increased 5.7% YoY and 1.1% QoQ with growth in the quarter being led by the larger SMEs. The Bank continues to maintain a conservative stance regarding loan growth in this segment by focusing on larger, less risky SMEs that will generate *non-lending* revenues as well. **Middle-market loans** grew 5.2% YoY and 1.1% QoQ as this segment is more sensitive to the evolution of the economy, growth in this segment is in line with the slower economic growth and the Bank's more prudence stance regarding risk. **Loans in SCIB** decreased 0.6% YoY and 5.9% QoQ as the Bank continued to follow a strategy of profitability.

### *Higher NIMs in the quarter due to higher inflation and improved funding mix*

In 4Q19, **Net interest income, NII,** increased 8.0% compared to 3Q19 and 5.1% compared to 4Q18. The Bank's **NIM** in 4Q19 was 4.2%, lower than the 4.4% in 4Q18, but higher than the 4.0% in 3Q19. The QoQ increase in the NIM was mainly due to the higher UF inflation rate, a decrease of 25bp in the short-term interest rates, the improved funding mix driven by the high growth of demand deposits and an increase in long-term interest rates in the quarter. The variation of the UF[5] was 0.9% compared to 0.5% in 3Q19, mainly due to the depreciation of the Chilean peso. Simultaneously, and in order to stimulate growth, the Central Bank in 2019, started a process of relaxing monetary policy with the latest rate cut in October 2019, when it was reduced by 25bp to 1.75%. This had a positive impact on deposit costs. Furthermore, in 4Q19 the rise in non-interest bearing demand deposits also had a positive impact on margins. These positive effects were partially offset by the negative impact of lower long-term interest rates that drove a record level of refinancing of mortgage loans in the year.

4 Santander Consumer Chile S.A. does auto financing and we paid a total amount of Ch$ 62,136 million for 51% of the company. The remaining 49% if owned by Banco Santander S.A. (Spain).

5 UF or Unidad de Fomento, an inflation indexed unit used in Chile

## *Asset quality remains stable with conservative outlook leading to higher provisions*

During the quarter provisions increased 31.2% compared to 3Q19 and 107.4% compared to 4Q18 due to higher provisioning resulting from the negative impact on asset quality from the social unrest in Chile and a weaker economic scenario expected for 2020. This included establishing additional provisions[6] of Ch$16 billion for our consumer loan book analyzed on a group basis to cover possible higher risk levels and any greater provisions required by the bank regulator for this portfolio in 2020. Therefore, the **cost of credit** in 4Q19 reached 1.87%. The incorporation of Santander Consumer Chile S.A. also increased the cost of risk by ~10bp in the quarter.

The **expected loan loss ratio** (Loan loss allowance over total loans) increased slightly to 2.7% compared to 2.6% in the previous quarter. The **NPL and Impaired loans ratio both increased by 10bp QoQ to 2.1% and 5.9%**, respectively. The **total Coverage ratio** including the additional provisions reached 135.4% at year-end 2019. The **cost of credit for 12M19** reached 1.34%, including all one-time impacts.

## *Fee income increased 6.9% QoQ driven by business segments*

In 4Q19, **fee income** increased 6.9% compared to 3Q19 and 13.7% compared to 4Q18. The Bank experienced positive client and business activity in 4Q19, despite the social unrest. This was mainly due to the strength of the Bank's digital channels, which continued attracting new clients and cross-selling existing ones. Fee growth in the quarter was mainly led by the following products: (i) a rebound of card fees due to the migration of our cards to an interchange fee model; (ii) an increase in collection fees from Santander Consumer Chile S.A, which we started to consolidate in the quarter (iii) an increase in financial advisory among our corporate clients.

## *Positive client and non-client treasury results in the quarter*

**Results from Total financial transactions, net** was a gain of Ch$54,444 million in 4Q19, an increase of 52.2% compared to 4Q18 and a decrease of 15.9% compared to 3Q19. **Client treasury services** revenues reached a gain of Ch$35,080 million in the quarter, an increase of 1.9% compared to 4Q18 and a decrease of 7.1% compared to 3Q19. The movement of client treasury revenue, which usually makes up the bulk of our treasury income, reflects the demand on behalf of clients for treasury products, mainly for their hedging needs and market making. With the uncertainty in the global markets and volatility of exchange rates, demand for treasury products was strong during 2019, reaching the peak in 3Q19. The increase in demand for hedging products reflects a shift in the behavior of our commercial clients and the Bank's ability to capture this profit generating business, strengthened by our good customer service.

6 Additional provisions as defined by the CMF, which are not for any specific to any loan provisioning model and must be approved by the Board

## *Efficiency ratio of 38.3% in the quarter and 40.0% in 12M19*

In 4Q19, operating expenses increased 3.1% YoY and remained flat compared to 3Q19 with the Bank's **efficiency ratio** reaching 38.3% in the quarter and 40.0% in 12M19. In the quarter, total expenses remained stable with the increase in depreciation and amortization being compensated by lower administrative expenses.

The 3.1% increase in costs YoY in 4Q19 was mainly due to a rise in costs related to investments in technology and branch digitalization. Productivity continues to rise with volumes (loans plus deposits) per branch increasing 8.8% YoY and volumes per employee rising 8.9% YoY. YTD Operating expenses to total assets improved to 1.7% in 2019 compared to 1.9% in 2018.

## *Solid core capital of 10.1%*

**Shareholders' equity** totaled Ch$3,390,823 million as of December 31, 2019 and grew 4.7% YoY. The Bank's core capital ratio[7] was 10.1% and the total BIS ratio[8] was 12.9% as of December 31, 2019. With an increase in **Risk weighted assets (RWA)** of 9.4% in YoY. These capital ratio calculations are according to current regulation in Chile. With the new banking law that was passed at the beginning of 2019, Chilean banks will start implementation phase-in of **Basel III** requirements as of December 2020.

7. Core Capital ratio = Shareholders' equity divided by Risk-weighted Assets (RWA) according to CMF BIS I definitions.
8. BIS ratio: Regulatory capital divided by RWA.

## Summary of Quarterly Results

| (Ch$mn) | Quarter 4Q19 | 3Q19 | 4Q18 | Change % 4Q19/4Q18 | 4Q19/3Q19 |
|---|---|---|---|---|---|
| Net interest income | 375,821 | 347,954 | 357,601 | 5.1% | 8.0% |
| Net fee and commission income | 76,702 | 71,735 | 67,438 | 13.7% | 6.9% |
| Total financial transactions, net | 54,444 | 64,714 | 35,770 | 52.2% | (15.9%) |
| Provision for loan losses | (152,004) | (115,821) | (73,283) | 107.4% | 31.2% |
| Operating expenses (excluding Impairment and Other operating expenses) | (189,081) | (189,128) | (183,423) | 3.1% | (0.0%) |
| Impairment, Other op. income & expenses | (15,429) | (2,836) | (2,705) | 470.4% | 444.0% |
| Operating income | 150,453 | 176,618 | 201,398 | (25.3%) | (14.8%) |
| **Net income attributable to shareholders** | **116,707** | **138,724** | **156,644** | **(25.5%)** | **(15.9%)** |
| Net income/share (Ch$) | 0.62 | 0.74 | 0.83 | (25.5%) | (15.9%) |
| Net income/ADR (US$)[1] | 0.33 | 0.40 | 0.48 | (30.4%) | (18.0%) |
| **Total loans** | **32,731,735** | **31,905,207** | **30,282,023** | **8.1%** | **2.6%** |
| **Deposits** | **23,490,249** | **22,868,275** | **21,809,236** | **7.7%** | **2.7%** |
| Shareholders' equity | 3,390,823 | 3,358,402 | 3,239,546 | 4.7% | 1.0% |
| Net interest margin | 4.2% | 4.0% | 4.4% | | |
| Efficiency ratio[2] | 38.3% | 39.3% | 40.0% | | |
| Return on equity[3] | 13.9% | 16.7% | 19.8% | | |
| NPL / Total loans[4] | 2.1% | 2.0% | 2.1% | | |
| Coverage NPLs[5] | 133.0% | 129.5% | 126.1% | | |
| Cost of credit[6] | 1.9% | 1.5% | 0.97% | | |
| Core Capital ratio[7] | 10.1% | 10.2% | 10.6% | | |
| BIS ratio[8] | 12.9% | 12.8% | 13.4% | | |
| Branches | 377 | 381 | 380 | | |
| ATMs (includes depositary ATMs) | 1,088 | 1,075 | 998 | | |
| Employees | 11,200 | 11,037 | 11,305 | | |

1. The change in earnings per ADR may differ from the change in earnings per share due to exchange rate movements. Earnings per ADR was calculated using the Observed Exchange Rate (Exchange rate for the last trading day of the quarter taken from the Central Bank of Chile) for each period.
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. Return on average equity: annualized quarterly net income attributable to shareholders divided by Average equity attributable to shareholders in the quarter. Averages calculated using monthly figures.
4. NPLs: Non-performing loans: total outstanding gross amount of loans with at least one installment 90 days or more overdue.
5. Coverage NPLs: loan loss allowances (1Q19 and 4Q18 adjusted to include the additional provision of Ch$20,000 million) divided by NPLs.
6. Cost of credit: annualized provision for loan losses divided by quarterly average total loans. Averages calculated using monthly figures
7. Core capital ratio = Shareholders' equity divided by risk-weighted assets according to SBIF BIS I definitions.
8. BIS ratio: regulatory capital divided by RWA.

## Section 3: YTD Results by reporting segment

***Net contribution from business segments down 7.8% YoY***

### Year to date results

| | Retail Banking[1] | Middle market[2] | SCIB[3] | Total segments[4] |
|---|---|---|---|---|
| Net interest income | 960,248 | 298,587 | 98,154 | 1,356,989 |
| Change YoY | 1.1% | 9.4% | 1.5% | 2.8% |
| Net fee and commission income | 230,627 | 38,712 | 29,103 | 298,442 |
| Change YoY | 4.6% | 5.4% | (17.0%) | 2.1% |
| Total financial transactions, net | 30,097 | 17,178 | 94,761 | 142,036 |
| Change YoY | 52.8% | 2.0% | 65.3% | 51.3% |
| **Total revenues** | **1,220,972** | **354,477** | **222,018** | **1,797,467** |
| **Change YoY** | **2.6%** | **8.6%** | **17.4%** | **5.4%** |
| Provision for loan losses | (374,642) | (42,812) | (758) | (418,212) |
| Change YoY | 36.1% | 62.7% | (132.4%) | 39.7% |
| **Net operating profit from business segments[5]** | **846,330** | **311,665** | **221,260** | **1,379,255** |
| **Change YoY** | **(7.5%)** | **3.8%** | **15.6%** | **(1.9%)** |
| Operating expenses[6] | (575,511) | (97,054) | (65,343) | (737,908) |
| Change YoY | 4.0% | 5.1% | 0.7% | 3.9% |
| **Net contribution from business segments[7]** | **270,819** | **214,611** | **155,917** | **641,347** |
| **Change YoY** | **(25.1%)** | **3.3%** | **23.2%** | **(7.8%)** |

1. Retail consists of Individuals and SMEs with annual sales below Ch$2,000 million.
2. Middle-market is made up of companies with annual sales exceeding Ch$2,000 million. It also serves institutions such as universities, government entities, local and regional governments and companies engaged in the real estate industry with annual sales exceeding Ch$800 million.
3. Santander Corporate & Investment Banking: consists of foreign and domestic multinational companies with sales over Ch$10,000 million. Formerly called GBM
4 Excludes the results from Corporate Activities, which includes, among other items, the impact of inflation on results, the impact of movements in the exchange rate in our provision expense and the results from our liquidity portfolio.
5. Net op. profit is defined as Net interest income + Net fee and commission income + Total financial transactions - Provision for loan losses.
6. Operating expenses = Personnel expenses +Administrative expenses + Depreciation.
7. The clients included in each business segment are constantly revised and reclassified if a client no longer meets the criteria for the segment they are in. Therefore, variations of loan volumes and profit and loss items reflect business trends as well as client migration effects.

**Net contribution from our business segments** decreased 7.8% YoY in 12M19 compared to the same period of 2018. During 2019, the Bank took a one-time charge of Ch$31 billion due to a regulatory change in the provisioning model for commercial loans analyzed on a group basis. Due to the social unrest in Chile the Bank also established greater provisions in the fourth quarter, including additional provisions of Ch$16 billion in November for the consumer loan book. This led to higher provisioning costs which increased 39.7% YoY.

On the other hand **total revenues** increase 5.4% YoY driven by margins, fee and financial transaction growth. **Net interest income** (NII) from the business segments, which does not include the Bank's net exposure to inflation, increased 2.8% YoY compared to loan growth of 8.1% YoY. Margins in our business segments in 2019 were negatively affected by the decrease in long term interest rates, which led our clients to refinance their mortgages at lower rates. **Net fee and commission income** grew 2.1% from the business segments with higher fees generated by checking accounts fees, lines of credit and insurance and also driven by strong client growth in the year. **Financial transactions from our business segments** grew strongly at 51.3% YoY, reflecting the demand from our clients to limit their exposure to the volatile exchange rate and uncertain global markets.

**Operating expenses** in our business segments also increased 3.9% YoY due to higher costs in digital and branch innovations.

**The net contribution from Retail banking** decreased 25.1% YoY. Total revenues increased 2.6% YoY, driven by higher fees from insurance brokerage and checking accounts mainly due to the increase in mortgages which also led to the cross-selling of checking accounts and other products. Client treasury revenues in this segment increased 52.8% YoY due to good treasury sales to SMEs.

Net interest income increased 1.1% YoY, lower than the 10.3% YoY loan growth in this segment mainly due to the impact of the decrease in long term interest rates mentioned previously. Results in this segment were further pressure by an increase in provisions of 36.1% in this segment due to regulatory changed and the conservative provisioning policies adopted in 4Q19 in light of the social unrest that affected Chile in said quarter.

Cost growth remained controlled at 4.0%, driven by investments in WorkCafé openings, marketing campaigns for product launches and other digital initiatives.

**Net contribution from the Middle-market** increased 3.3% YoY in 12M19. Total revenues in this segment grew 8.6%, led by an increase of 9.4% in net interest revenue higher than the loan growth in this segment of 5.2%, and fee growth of 5.4% YoY. This was offset by higher provision expense in the quarter due to the expected effect of the social unrest on the economy. Results from financial transactions grew 2.0% as demand from clients continued mainly due to the volatile external markets.

**Net contribution from the SCIB** increased 23.2% YoY in 12M19. Net operating profit increased 15.6% despite a decrease in loan growth of 0.6% YoY and weaker fees in this segment this year, decreasing 17.0% YoY due to less credit finance and financial advisory services in this segment. However, with weaker business confidence and volatile markets the Bank has been able to capture the shift in demand for financial advisory services to treasury products, producing the strong YoY growth in income from this segment.

## Section 4: Loans, funding and capital

***Loan growth driven by retail banking in the quarter***

**Total loans** increased 8.1% YoY and 2.6% QoQ, led by retail banking and offset by a fall in low yielding Corporate loans.

### Loans by segment

| | YTD | | | Change % | |
|---|---|---|---|---|---|
| (Ch$mn) | **Dec-19** | **Sep-19** | **Dec-18** | **Dec-19/Dec-18** | **Dec-18/Sep-19** |
| **Total loans to individuals**[1] | **18,833,518** | **17,925,163** | **16,921,496** | **11.3%** | **5.1%** |
| Consumer loans | 5,539,057 | 5,062,334 | 4,876,289 | 13.6% | 9.4% |
| Residential mortgage loans | 11,262,995 | 10,899,784 | 10,150,981 | 11.0% | 3.3% |
| **SMEs** | **4,085,049** | **4,040,071** | **3,865,141** | **5.7%** | **1.1%** |
| **Retail banking** | **22,918,568** | **21,965,234** | **20,786,637** | **10.3%** | **4.3%** |
| **Middle-market** | **8,093,496** | **8,003,615** | **7,690,380** | **5.2%** | **1.1%** |
| **Corporate & Investment banking (SCIB)** | **1,671,662** | **1,776,404** | **1,681,697** | **(0.6%)** | **(5.9%)** |
| **Total loans**[2 3] | **32,731,735** | **31,905,207** | **30,282,023** | **8.1%** | **2.6%** |

1. Includes consumer loans, residential mortgage loans and other commercial loans to individuals.
2. Total loans gross of loan loss allowances. Total loans include other non-segmented loans and includes interbank loans. See Note 4 of the Financial Statements.
3. The clients included in each business segment are constantly revised and reclassified if a client no longer meets the criteria for the segment they are in. Therefore, variations of loan volumes and profit and loss items reflect business trends as well as client migration effects.

In 4Q19, **Loans to individuals** was the fastest growing segment and increased 5.1% QoQ and 11.3% YoY. **Consumer loans** increased 13.6% YoY and 9.4% QoQ driven by the incorporation of Santander Consumer Chile S.A. in November following the final approval at the extraordinary shareholders' meeting in August and of the CMF[1]. This contributed Ch$451 billion of consumer loans as of December 2019, representing 8% of the consumer loan book. The growth of consumer loans is further driven by loans to high-income earners which grew 2.7% QoQ and 15.7% YoY. Our Santander Life program also continued to grow with total consumer loans in this product reaching Ch$43 billion, increasing 68.1% YoY.

**Mortgage loans** increased 3.3% QoQ and 11.0% YoY. Long-term interest rates decreased in 2019, and despite rising in 4Q19, they remained at attractive levels, fueling loan growth in this product. Growth was focused among high income earners, which increased by 4.5% in the quarter, and a growth of 16.4% YoY. The Bank also maintained an average loan-to-value ratio at origination below 80%. The increase in mortgage lending in the year has also contributed to a record level of checking accounts being opened this year (See Funding) and has helped to drive fee income in the quarter.

In the quarter, the Chilean peso depreciated 2.6%. Around 10% of our loan portfolio are denominated in foreign currency (mainly USD) corresponding to commercial loans, such as foreign trade loans. This led to translation gains for the loans denominated in USD, contributing to loan growth across all commercial segments. Without the effect of the depreciation of the Chilean peso, the total loan book would have grown 1.4% QoQ.

1 Santander Consumer Chile S.A. does auto financing and we paid a total amount of Ch$ 62,136 million for 51% of the company. The remaining 49% if owned by Banco Santander S.A. (Spain).

**Loans to SMEs** increased 5.7% YoY and 1.1% QoQ with growth in the quarter being led by the larger SMEs. The Bank continues to maintain a conservative stance regarding loan growth in this segment by focusing on larger, less risky SMEs that will generate *non-lending* revenues as well. **Middle-market loans** grew 5.2% YoY and 1.1% QoQ. Growth in this segment was in line with the slower economic growth. **Loans in SCIB** decreased 0.6% YoY and 5.9% QoQ as the Bank continued to follow a strategy of profitability. In 2019 SCIB's net income increased 23.2% YoY in 12M19 and 14.5% compared to 3Q19.

## *Strong growth of demand deposits boosts liquidity levels*

### Funding

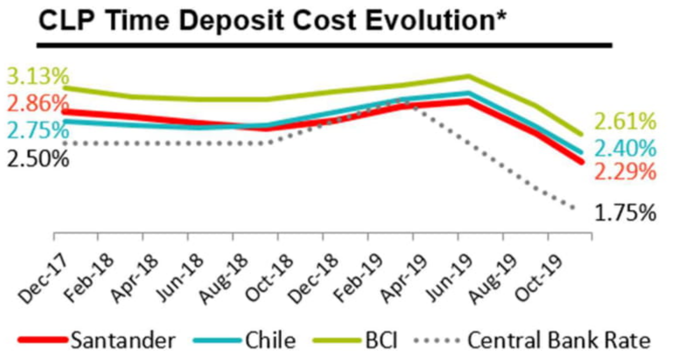
| | | YTD | | Change % | |
|---|---|---|---|---|---|
| (Ch$mn) | **Dec-19** | **Sep-19** | **Dec-18** | **Dec-19/Dec-18** | **Dec-18/Sep-19** |
| Demand deposits | 10,297,432 | 9,463,459 | 8,741,417 | 17.8% | 8.8% |
| Time deposits | 13,192,817 | 13,404,816 | 13,067,819 | 1.0% | (1.6%) |
| **Total Deposits** | **23,490,249** | **22,868,275** | **21,809,236** | **7.7%** | **2.7%** |
| Mutual Funds brokered[1] | 6,524,098 | 6,687,626 | 5,576,243 | 17.0% | (2.4%) |
| Bonds | 9,500,723 | 9,266,604 | 8,115,233 | 17.1% | 2.5% |
| Adjusted loans to deposit ratio[2] | 95.1% | 95.4% | 98.0% | | |
| LCR [3] | 143.1% | 125.9% | 151.6% | | |
| NSFR [4] | 108.0% | 108.5% | 109.5% | | |

1. Banco Santander Chile is the exclusive broker of mutual funds managed by Santander Asset Management S.A. Administradora General de Fondos, a subsidiary of SAM Investment Holdings Limited.
2. Ratio = (Net Loans - portion of mortgages funded with long-term bonds) / (Time deposits + demand deposits). The Bank's mortgage loans are mainly fixed-rate long-term loans that we mainly finance with matching long-term funding and not with short-term deposits. For this reason, to calculate this ratio, we subtract residential mortgage loans funded with long term bonds in the numerator of our ratio.
3. Liquidity Coverage Ratio calculated according to ECB rules. Chilean LCR as of December 2019 reached 143%.
4. Net Stable Funding Ratio calculated using internal methodology. Chilean ratios are still under construction.

The Bank's **total deposits** increased 7.7% YoY and 2.7% QoQ in 4Q19. In 4Q19, deposit growth was led by a strong rise of non-interest bearing demand deposits, which grew 8.8% QoQ and 17.8% YoY. This growth was due to high growth of retail checking accounts, continued strength in the Bank's transactional banking services for companies, a seasonal rise in demand deposits in 4Q on behalf of corporates and a preference of clients for liquidity during the social unrest events. According to the last available data, Santander Chile's market share in new account openings reached 26.0% in 2019 and overall market participation in checking accounts increased from 21.3% in December 2018 to 21.6% in October 2019 (latest information available). This also led to a high liquidity ratio at year-end with the Bank's LCR and NSFR reaching 143% and 108%, respectively.

The low increase of time deposits in the year of 1.0% is explained by the reductions in the Monetary Policy Rate (MPR) throughout the year which made this product less attractive. In order to defend margin and due to the increase in demand deposits, the Bank also focused on lowering its time deposit costs. The growth of our mortgage loan book drove our funding strategy of matching those long-term assets with long-term bonds which grew 2.5% QoQ and 17.1%

YoY. The low rate environment also drove the 17.0% rise in mutual funds brokered through the Bank as clients searched for higher yielding investments. This trend reversed in 4Q19 and investments in mutual funds declined as clients preferred liquidity as reflected in the rise of demand deposits in the quarter.



*Quarterly interest expenses paid on nominal peso deposits over quarterly avg balance of nominal peso time deposits

## *Adjusted ROAE of 17.7% achieved in 2019*

### Equity

| | | YTD | | Change % | |
|---|---|---|---|---|---|
| (Ch$mn) | **Dec-19** | **Sep-19** | **Dec-18** | **Dec-19/Dec-18** | **Dec-18/Sep-19** |
| Capital | 891,303 | 891,303 | 891,303 | --% | --% |
| Reserves | 2,121,148 | 2,159,783 | 1,923,022 | 10.3% | (1.8%) |
| Valuation adjustment | (8,093) | 2,546 | 10,890 | (174.3%) | --% |
| Retained Earnings: | | | | | |
| Retained earnings prior periods | - | - | - | --% | --% |
| Income for the period | 552,093 | 435,386 | 591,902 | (6.7%) | 26.8% |
| Provision for mandatory dividend | (165,628) | (130,616) | (177,571) | (6.7%) | 26.8% |
| **Equity attributable to equity holders of the Bank** | **3,390,823** | **3,358,402** | **3,239,546** | **4.7%** | **1.0%** |
| Non-controlling interest | 79,494 | 46,936 | 46,163 | 72.2% | 69.4% |
| Total Equity | 3,470,317 | 3,405,338 | 3,285,709 | 5.6% | 1.9% |
| **Quarterly ROAE** | **13.9%** | **16.7%** | **19.8%** | | |
| **YTD ROAE** | **16.7%** | **17.7%** | **19.2%** | | |

**Shareholders' equity** totaled Ch$3,390,823 million as of December 31, 2019 and grew 4.7% YoY. The Bank managed to obtain a ROAE[1] in 2019 of 16.7% and an adjusted ROAE (to exclude the effect of this one-time charge of Ch$31 bn due to the regulatory change in the provisioning model for commercial loans analyzed on a group basis in July 2019 and the Ch$16bn additional provisions recognized in 4Q19) of 17.7% in 2019.

1. Return on average equity

## Capital Adequacy

| | YTD | | | Change % | |
|---|---|---|---|---|---|
| (Ch$mn) | **Dec-19** | **Sep-19** | **Dec-18** | **Dec-19/Dec-18** | **Dec-18/Sep-19** |
| Tier I (Core Capital) | 3,390,823 | 3,358,402 | 3,239,546 | 4.7% | 1.0% |
| Tier II | 913,578 | 856,484 | 862,119 | 6.0% | 6.7% |
| **Regulatory capital** | **4,304,401** | **4,214,886** | **4,101,664** | **4.9%** | **2.1%** |
| Risk weighted assets | 33,478,952 | 33,025,025 | 30,600,176 | 9.4% | 1.4% |
| **Tier I (Core Capital) ratio** | **10.1%** | **10.2%** | **10.6%** | | |
| **BIS ratio** | **12.9%** | **12.8%** | **13.4%** | | |

The Bank's core capital ratio[2] was 10.1% and the total BIS ratio[3] was 12.9% as of December 31, 2019. With an increase in **Risk weighted assets (RWA)** of 9.4% in YoY. These capital ratio calculations are according to current regulation in Chile. With the new banking law that was passed at the beginning of 2019, Chilean banks will start implementation phase-in of **Basel III** requirements as of December 2020. Currently the local regulator, the CMF, is publishing regulations for discussion. The regulator published on Jan. 27, 2019 for consultation the guidelines for risk weighting credit risk, which is the core element of the transition to BIS III. For more information please see the following link: http://www.cmfchile.cl/portal/principal/605/articles-28171_Informe_normativo_RC_vf.pdf. With the guidelines published so far, we continue to consider that the transition to Basel III will be neutral to positive for the Bank.

# Section 5: Analysis of quarterly income statement

***Higher margins in the quarter due to higher inflation and positive funding mix***

## Net interest income/ Margin

| | Quarter | | | Change % | |
|---|---|---|---|---|---|
| (Ch$mn) | **4Q19** | **3Q19** | **4Q18** | **4Q19/4Q18** | **4Q19/3Q19** |
| **Net interest income** | **375,821** | **347,954** | **357,601** | **5.1%** | **8.0%** |
| Average interest-earning assets | 35,813,783 | 34,504,184 | 32,754,792 | 9.3% | 3.8% |
| Average loans (including interbank) | 32,460,418 | 31,470,538 | 30,190,154 | 7.5% | 3.1% |
| Avg. net gap in inflation indexed (UF) instruments[1] | 4,755,853 | 3,953,656 | 4,991,285 | (4.7%) | 20.3% |
| Interest earning asset yield[2] | 7.0% | 6.5% | 7.2% | | |
| Cost of funds[3] | 2.8% | 2.5% | 2.9% | | |
| **Net interest margin (NIM)** [4] | **4.2%** | **4.0%** | **4.4%** | | |
| Quarterly inflation rate[5] | 0.9% | 0.5% | 0.8% | | |
| Central Bank reference rate | 1.75% | 2.0% | 2.75% | | |

1. The average quarterly difference between assets and liabilities indexed to the Unidad de Fomento (UF), an inflation indexed unit.
2. Interest income divided by average interest earning assets.
3. Interest expense divided by sum of average interest bearing liabilities and demand deposits.
4. Annualized net interest income divided by average interest earning assets.
5. Inflation measured as the variation of the Unidad de Fomento in the quarter.

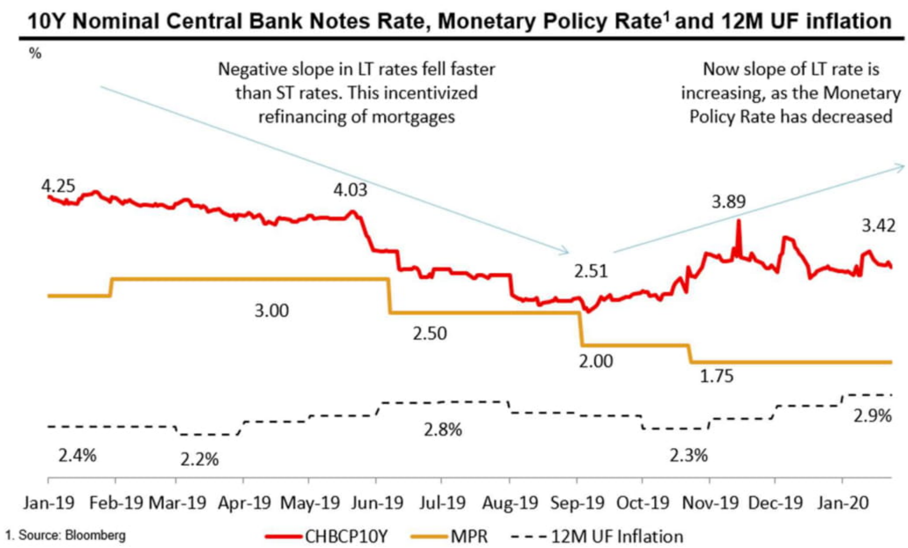
2. Core Capital ratio = Shareholders' equity divided by Risk-weighted Assets (RWA) according to CMF BIS I definitions.
3. BIS ratio: Regulatory capital divided by RWA.

In 4Q19, **Net interest income, NII,** increased 8.0% compared to 3Q19 and 5.1% compared to 4Q18. The Bank's **NIM** in 4Q19 was 4.2%, lower than the 4.4% in 4Q18, but higher than the 4.0% in 3Q19. The Bank has two major sensitivities in its balance sheet in a 12M period: (i) net asset sensitivity to inflation, since the Bank has more assets than liabilities linked to inflation and (ii) net liability sensitivity to short-term rates, since the Bank's time deposits are mainly denominated in nominal peso and have a shorter duration than interest earning assets.

The QoQ increase in the NIM was mainly due to the higher UF inflation rate, a decrease of 25bp in the short-term interest rates, the improved funding mix driven by the high growth of demand deposits and an increase in long-term interest rates in the quarter. The variation of the UF[4] was 0.9% compared to 0.5% in 3Q19, mainly due to the depreciation of the Chilean peso. Simultaneously, and in order to stimulate growth, the Central Bank in 2019, started a process of relaxing monetary policy with the latest rate cut in October 2019, when it was reduced by 25bp to 1.75%. This had a positive impact on deposit costs. Furthermore, in 4Q19 the rise in non-interest bearing demand deposits also had a positive impact on margins. These positive effects were partially offset by the negative impact of lower long-term interest rates that drove a record level of refinancing of mortgage loans in the year.

For the full year, NIMs reached 4.1% in 2019. For 2020, we expect our NIMs to stabilize at ~4.1%, with margins supported by rising UF inflation levels, especially in 1H20, improved funding costs, as average short-term rates will be lower in 2020 compared to 2019 and the incorporation of Santander Consumer, which will also boost margins by 10bp. In addition, the yield curve is again upward sloping, which is favorable for margins. These effects could be offset by various regulatory changes being discussed by the government and Congress. Beginning on January 1, 2020 banks must automatically pay outstanding lines of credits. This will have an impact of 7bp on NIMs in 2020.

**Rising inflation and greater slope of yield curve to support margins**



1. Source: Bloomberg

## *Asset quality remains stable with conservative outlook leading to higher provisions*

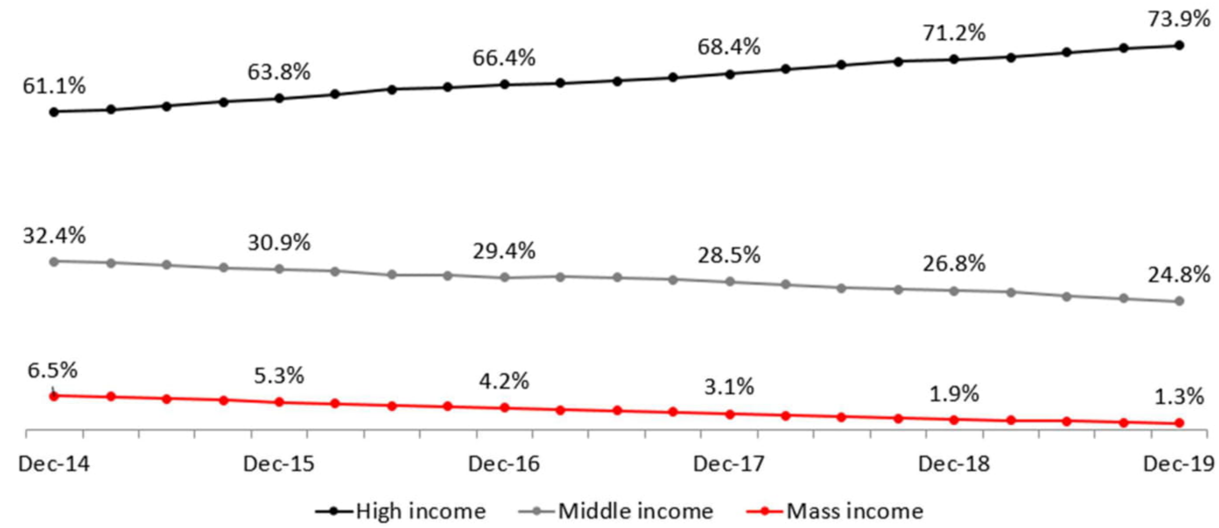
4 UF or Unidad de Fomento, an inflation indexed unit used in Chile

During the quarter provisions increased 31.2% compared to 3Q19 and 107.4% compared to 4Q18 due to higher provisioning resulting from the negative impact on asset quality from the social unrest in Chile and a weaker economic scenario expected for 2020. This included establishing additional provisions[5] of Ch$16 billion for our consumer loan book analyzed on a group basis to cover possible higher risk levels and any greater provisions required by the bank regulator for this portfolio in 2020. Therefore, the **cost of credit** in 4Q19 reached 1.87% and 1.34% in 12M 2019. The incorporation of Santander Consumer Chile S.A. also increased the cost of risk by ~10bp in the quarter.

The **expected loan loss ratio** (Loan loss allowance over total loans) increased slightly to 2.7% compared to 2.6% in the previous quarter. The **NPL and Impaired loans ratio both increased by 10bp QoQ to 2.1% and 5.9%**, respectively. The **total Coverage ratio** including the additional provisions reached 135.4% at year-end 2019.

The **cost of credit for 12M19** reached 1.34%, including all one-time impacts. Going forward our cost of credit should remain stable at 1.3-1.4% in 2020 due to the expected increase in unemployment, lower economic growth of 1% for the year and the incorporation of Santander Consumer. This will be partially contained by the Bank's minimal exposure to the low income retail lending market. If this situation worsens, we may revise this forecast.

**Loans to high, middle and low income individuals***




* As a percentage of loans to individuals

## Provision for loan losses by product

5 Additional provisions as defined by the CMF, which are not for any specific to any loan provisioning model and must be approved by the Board

| | Quarter | | | Change % | |
|---|---|---|---|---|---|
| (Ch$mn) | 4Q19 | 3Q19 | 4Q18 | 4Q19/4Q18 | 4Q19/3Q19 |
| Consumer loans | (102,022)[3] | (41,872) | (40,584) | 151.4% | 143.7% |
| Commercial loans[1] | (38,794) | (71,300)[2] | (26,574) | 46.0% | (45.6%) |
| Residential mortgage loans | (11,188) | (2,649) | (6,125) | 82.7% | 322.3% |
| **Total Provision for loan losses** | **(152,004)** | **(115,821)** | **(73,283)** | **107.4%** | **31.2%** |

1. Includes provision for loan losses for contingent loans.
2. In 3Q19, the Bank recognized Ch$31 billion in provisions due to a regulatory change to the provisioning model for commercial loans analyzed on a collective basis.
3. In 4Q19 we recognized additional provisions of Ch$16 billion for our Consumer portfolio considering the social unrest.

**Provisions for loan losses for consumer loans** increased 143.7% compared to 3Q19 and 151.4% compared to 4Q18. This rise was mainly driven by the setting aside of Ch$16 billion in additional provisions for our consumer loan book analyzed on a group basis to cover possible higher risk levels given the expected lower economic growth and any greater provisions required by the bank regulator for this portfolio in 2020. The social unrest also led to a rise in early non-performance (<90 days), especially in October and November. Despite these events, overall asset quality indicators only deteriorated slightly in the quarter. The **consumer NPL ratio** was 1.6% in 4Q19 compared to 1.5% in 3Q19 and the **impaired consumer loan ratio** continued to improve from 5.2% in 3Q19 to 5.1% in 4Q19. These figures include the incorporation of Santander Consumer Chile S.A., which represents approximately 8% of this loan book as of December 31, 2019. The coverage ratio of non-performing and impaired consumer loans, the **coverage of consumer loans** including the additional provisions, rose to 359.7% at year-end 2019.

**Provision expense for commercial loans** decreased 45.6% compared to 3Q19 and increased 46.0% compared to 4Q18. As a reminder, in July 2019, the Bank implemented changes to the provisioning model for commercial loans analyzed on a collective basis as required by the CMF. This resulted in one-time charge of approximately Ch$31billion in said month. Excluding this one-time charge, provisions in this portfolio decreased 3.7% QoQ. The YoY increase in provision in 4Q19 compared to 4Q18 was mainly due to: (i) the setting aside of a larger amount of provisions for specific clients in various sectors for which the Bank determined there is a higher probability of default in 2020 as a result of lower economic growth and (ii) the asset quality of the Bank's commercial loan book showed some sign of pressure in the quarter as a result of the social unrest that affected Chile in 4Q19, particularly among SMEs in the commerce, tourism and restaurant sectors. As a result, the **impaired commercial loan ratio** increased from 6.7% in 3Q19 to 7.0% in 4Q19 and the **commercial NPL ratio** increased to 2.5% in the quarter compared to 2.4% in 3Q19. The **coverage ratio of non-performing commercial loans** remained stable at 128.0% in 4Q19.

**Provisions for loan losses for residential mortgage loans** amounted to Ch$11,188 million in 4Q19 due to continued growth of the mortgage loan book and a rise in early non-performance (<89 days). In 4Q19, the **NPL ratio of mortgage loans** increased slightly to 1.6% while the **impaired mortgage loan ratio** showed some improvement and reduced to 4.7%. The **coverage of mortgage loans** increased from 37.6% to 38.1%, QoQ. We have maintained a focus on originating mortgage loans among high income earners and with an average loan to value below 80%. This has been a key factor in maintaining healthy asset quality in this product.

## Provision for loans losses and asset quality

| (Ch$mn) | Quarter 4Q19 | 3Q19 | 4Q18 | Change % 4Q19/4Q18 | 4Q19/3Q19 |
|---|---|---|---|---|---|
| Gross provisions | (131,636) | (101,044) | (63,419) | 107.6% | 30.3% |
| Charge-offs[1] | (38,980) | (37,252) | (30,398) | 28.2% | 4.6% |
| **Gross provisions and charge-offs** | **(170,616)** | **(138,296)** | **(93,817)** | **81.9%** | **23.4%** |
| Loan loss recoveries | 18,612 | 22,475 | 20,534 | (9.4%) | (17.2%) |
| **Provision for loan losses** | **(152,004)** | **(115,821)** | **(73,283)** | **107.4%** | **31.2%** |
| **Cost of credit[2]** | **1.87%** | **1.47%** | **0.97%** | | |
| Adjusted cost of credit[3] | 1.68% | 1.08% | 0.97% | | |
| Total loans[4] | 32,731,735 | 31,905,207 | 30,282,023 | 8.1% | 2.6% |
| Total Loan loss allowances (LLAs) [5] | (909,167) | (820,269) | (796,588) | 14,1% | 10,8% |
| **Non-performing loans[6] (NPLs)** | **671,336** | **633,259** | **631,652** | **6.3%** | **6.0%** |
| NPLs consumer loans | 91,264 | 81,448 | 88,319 | 3.3% | 12.1% |
| NPLs commercial loans | 400,209 | 389,361 | 409,451 | (2.3%) | 2.8% |
| NPLs residential mortgage loans | 179,863 | 162,450 | 133,882 | 34.3% | 10.7% |
| **Impaired loans[7]** | **1,916,609** | **1,852,359** | **1,779,438** | **7.7%** | **3.5%** |
| Impaired consumer loans | 280,920 | 263,909 | 274,595 | 2.3% | 6.4% |
| Impaired commercial loans | 1,106,565 | 1,068,715 | 1,032,178 | 7.2% | 3.5% |
| Impaired residential mortgage loans | 529,124 | 519,735 | 472,665 | 11.9% | 1.8% |
| **Expected loss ratio[8](LLA / Total loans)** | **2.8%** | **2.6%** | **2.6%** | | |
| **NPL / Total loans** | **2.1%** | **2.0%** | **2.1%** | | |
| NPL / consumer loans | 1.6% | 1.6% | 1.8% | | |
| NPL / commercial loans | 2.5% | 2.4% | 2.7% | | |
| NPL / residential mortgage loans | 1.6% | 1.5% | 1.3% | | |
| **Impaired loans / total loans** | **5.9%** | **5.8%** | **5.9%** | | |
| Impaired consumer loan ratio | 5.1% | 5.2% | 5.6% | | |
| Impaired commercial loan ratio | 7.0% | 6.7% | 6.8% | | |
| Impaired mortgage loan ratio | 4.7% | 4.8% | 4.7% | | |
| **Coverage of NPLs[9]** | **135.4%** | **129.5%** | **126.1%** | | |
| Coverage of NPLs non-mortgage[10] | 171.1% | 161.3% | 147.1% | | |
| Coverage of consumer NPLs[11] | 359.7% | 319.7% | 293.8% | | |
| Coverage of commercial NPLs | 128.0% | 128.1% | 115.5% | | |
| Coverage of mortgage NPLs | 38.1% | 37.6% | 48.0% | | |

1. Charge-offs corresponds to the direct charge-offs and are net of the reversal of provisions already established on charged-off loans.
2. Annualized provision for loan losses / quarterly average total loans. Averages are calculated using monthly figures.
3. Annualized provision for loan losses (adjusted to exclude the additional provision of Ch$ 16,000 million in 4Q19 and the one-time charge of Ch$31,000 million for the regulatory change in 3Q19) / quarterly average total loans. Averages are calculated using monthly figures.
4. Includes interbank loans.
5. Adjusted to include the Ch$16,000 million additional provisions in 4Q19.
6. Total outstanding gross amount of loans with at least one installment 90 days or more overdue.
7. Include: (a) for loans individually evaluated for impairment: (i) the carrying amount of all loans to clients that are rated C1 through C6 and, (ii) the carrying amount of all loans to an individual client with at least one NPL (which is not a residential mortgage loan past due less than 90 days), regardless of category; and (b) for loans collectively evaluated for impairment, the carrying amount of all loans to a client, when at least one loan to that client is not performing or has been renegotiated.
8. LLA / Total loans. Measures the percentage of loans that banks must provision for given their internal models and the SBIF's guidelines. Adjusted to include the Ch$16,000 million additional provisions in 4Q19.
9. LLA / NPLs. Adjusted to include the additional provision of Ch$16,000 million in 4Q19.
10. LLA of commercial and consumer loans / NPLs of commercial and consumer loans.
11. LLA of consumer loans/consumer NPLs. Adjusted to include the additional provision of Ch$16,000 million in 4Q19.

## *Fee income increasing 6.9% in the quarter driven by various business segments*

In 4Q19, **fee income** increased 6.9% compared to 3Q19 and 13.7% compared to 4Q18. The Bank experienced positive client and business activity in 4Q19, despite the social unrest. This was mainly due to the strength of the Bank's digital channels, which continued attracting new clients and cross-selling existing ones. Fee growth in the quarter was mainly led by the following products: (i) a rebound of card fees due to the migration of our cards to an interchange fee model; (ii) an increase in collection fees from Santander Consumer Chile S.A, which we started to consolidate in the quarter (iii) an increase in financial advisory among our corporate clients. Client loyalty continued to rise with loyal individual customers (clients with >4 products plus minimum usage and profitability levels) in the high-income segment growing 6.9% YoY, loyal Mid-income earners growing 4.3% YoY and loyal SMEs and Middle-market clients rising 5.3% in 2019. Total digital customer increased 13.2% in 2019.

### Fee Income by Client Segment

| | Quarter | | | Change % | |
|---|---|---|---|---|---|
| (Ch$mn) | **4Q19** | **3Q19** | **4Q18** | **4Q19/4Q18** | **4Q19/3Q19** |
| Retail banking[1] | 60,444 | 57,904 | 55,157 | 9.6% | 4.4% |
| Middle-market | 10,274 | 8,982 | 9,298 | 10.5% | 14.4% |
| SCIB[2] | 8,326 | 6,514 | 7,371 | 13.0% | 27.8% |
| Others | (2,342) | (1,664) | (4,388) | (46.6%) | 40.7% |
| **Total** | **76,702** | **71,736** | **67,438** | **13.7%** | **6.9%** |

1. Includes fees to individuals and SMEs.
2. Santander Corporate and Investment Banking

**Fees in Retail banking** increased 4.4% compared to 3Q19 and 9.6% compared to 4Q18. Despite the period of social unrest, the Bank's digital and online channels continued to function normally, permitting clients to continue to perform banking services and open new products, thus driving growth in retail fees. **Checking account fees** increased 2.0% QoQ and 5.7% YoY in line with the increase in the number of checking accounts. According to the latest available data, Santander Chile's market share in new account openings reached 26.0% in 2019.

Despite the social unrest **debit and credit card fees** expanded 11.4% and 1.0%, respectively QoQ, mainly as a result of the Bank's strategy of switching to a four part interchange fee model. Online purchases also continued to drive growth of these products. The 13.9% QoQ rise in **collection fees** was mainly due to the growth of mortgage loans as this line item includes the collection of fire and earthquake insurance premiums on behalf of insurance companies and the incorporation of Santander Consumer, which generates collection fees form the auto lending business.

**Fees for insurance brokerage** increased 12.1% YoY due to the strong demand for mortgage insurance and an increase in cross selling of other insurance products as a result of increasing loyalty of clients. Comparing to 3Q19, fees for this concept decreased 5.0% QoQ due to lesser activity due to the social unrest in the quarter. In October we announced a new subsidiary, Klare, which will be an online insurance broker, giving individuals the capacity to compare between different insurance policies online. Klare will be fully operational in 1H20. We believe this will further drive growth in this fee line going forward.

In 2019, short-term interest rates fell, and clients searched for higher yielding instruments leading to an 8.4% increase in **Asset management fees** compared to 4Q18. However, compared to 3Q19, fees for this concept decreased 1.4% in the quarter as clients were more conservative regarding investing due to the uncertainty on the local markets.

**Fees in the Middle-market** increased 14.4% compared to 3Q19 and 10.5% compared to 3Q19. The increase in the quarter is mainly due to fees for foreign trade operations as the peso depreciated strongly in the quarter. **Fees in SCIB** increased 13.0% YoY and 27.8% QoQ in the quarter mainly due to a strong quarter in financial advisory and transactional banking services.

By products, the evolution of fees was as follows:

## Fee Income by Product

| | | Quarter | | Change % | |
|---|---|---|---|---|---|
| (Ch$mn) | **4Q19** | **3Q19** | **4Q18** | **4Q19/4Q18** | **4Q19/3Q19** |
| Credit card fees | 8,908 | 8,821 | 9,266 | (3.9%) | 1.0% |
| Debit & ATM card fees | 5,021 | 4,508 | 3,640 | 37.9% | 11.4% |
| Asset management | 12,300 | 12,478 | 11,345 | 8.4% | (1.4%) |
| Insurance brokerage | 12,671 | 13,334 | 11,303 | 12.1% | (5.0%) |
| Guarantees, pledges and other contingent op. | 9,095 | 8,460 | 8,640 | 5.3% | 7.5% |
| Collection fees | 9,558 | 8,391 | 7,721 | 23.8% | 13.9% |
| Checking accounts | 9,207 | 9,028 | 8,709 | 5.7% | 2.0% |
| Brokerage and custody of securities | 2,240 | 2,487 | 2,278 | (1.7%) | (9.9%) |
| Other | 7,702 | 4,228 | 4,536 | 69.8% | 82.2% |
| **Total fees** | **76,702** | **71,735** | **67,438** | **13.7%** | **6.9%** |

## *Positive client and non-client treasury results in the quarter*

**Results from Total financial transactions, net** was a gain of Ch$54,444 million in 4Q19, an increase of 52.2% compared to 4Q18 and a decrease of 15.9% compared to 3Q19. It is important to point out that the Bank does not run a significant foreign currency gap. The Bank's spot position in foreign currency is hedged with derivatives that are either considered trading derivatives or hedge accounting derivatives. Derivatives that are considered trading are marked-to-market in net income from financial operations. Hedge accounting derivatives are mark-to-market together with the hedged item in net foreign exchange results. This distorts these line items, especially in periods of a strong volatility or appreciation/depreciation of the exchange rate.

### Total financial transactions, net

| | Quarter | | | Change % | |
|---|---|---|---|---|---|
| (Ch$mn) | **4Q19** | **3Q19** | **4Q18** | **4Q19/4Q18** | **4Q19/3Q19** |
| Net income (expense) from financial operations[1] | (106,774) | 5,698 | 37,804 | (382.4%) | (1973.9%) |
| Net foreign exchange gain[2] | 161,218 | 59,016 | (2,034) | (8026.2%) | 173.2% |
| **Total financial transactions, net** | **54,444** | **64,714** | **35,770** | **52.2%** | **(15.9%)** |

1. These results include the realized gains of the Available for sale investment portfolio, realized and unrealized gains and interest revenue generated by Trading investments, gains or losses from the sale of charged-off loans and the realized gains (loss) or mark-to-market of derivatives.
2. The results recorded as Foreign exchange gain mainly include the translation gains or losses of assets and liabilities denominated in foreign currency as well as from our hedge accounting derivatives.

In order to understand more clearly these line items, we present them by business area in the following table:

### Total financial transactions, net by business

| | Quarter | | | Change % | |
|---|---|---|---|---|---|
| (Ch$mn) | **4Q19** | **3Q19** | **4Q18** | **4Q19/4Q18** | **4Q19/3Q19** |
| Client treasury services | 35,080 | 37,778 | 34,413 | 1.9% | (7.1%) |
| Non-client treasury income[1] | 19,363 | 26,936 | 1,357 | 1327.4% | (28.1%) |
| **Total financ. transactions, net** | **54,444** | **64,714** | **35,770** | **52.2%** | **(15.9%)** |

1. Non client treasury income. These results includes interest income and the mark-to-market of the Bank's trading portfolio, realized gains from the Bank's available for sale portfolio and other results from our Financial Management Division.

**Client treasury services** revenues reached a gain of Ch$35,080 million in the quarter, an increase of 1.9% compared to 4Q18 and a decrease of 7.1% compared to 3Q19. The movement of client treasury revenue, which usually makes up the bulk of our treasury income, reflects the demand on behalf of clients for treasury products, mainly for their hedging needs and market making. With the uncertainty in the global markets and volatility of exchange rates, demand for treasury products was strong during 2019, reaching a peak in 3Q19.

**Non-client treasury** totaled a gain of Ch$19,363 million in the quarter. This gain is mainly due to realized gains from the sale of our available for sale investment portfolio, although less than in the previous quarter. The Bank's fixed income liquidity portfolio is mainly composed of Chilean sovereign risk and U.S. treasuries.

## *Productivity continues to rise. Efficiency ratio of 38.3% in the quarter*

The Bank has announced a 3-year investment plan totaling US$380 million for 2019-2021 assigned for digital transformation, which includes expanding the transformation of branches and back-office functions, investment in cyber security and increasing access of clients and non-clients to financial services, mainly through digital channels. The Bank expects to continue forward with the main elements of this plan in 2020.

### Operating expenses

| | Quarter | | | Change % | |
|---|---|---|---|---|---|
| (Ch$mn) | **4Q19** | **3Q19** | **4Q18** | **4Q19/4Q18** | **4Q19/3Q19** |
| Personnel salaries and expenses | (105,864) | (104,985) | (99,872) | 6.0% | 0.8% |
| Administrative expenses | (55,566) | (57,381) | (62,009) | (10.4%) | (3.2%) |
| Depreciation & amortization | (27,651) | (26,762) | (21,542) | 28.4% | 3.3% |
| **Operating expenses[1]** | **(189,081)** | **(189,128)** | **(183,423)** | **3.1%** | **(0.0%)** |
| Impairment of property, plant and Equipment | (2,726) | - | - | --% | --% |
| **Points of Sale** | **377** | **381** | **380** | **(0.8%)** | **(1.0%)** |
| Standard | 279 | 281 | 287 | (2.8%) | (0.7%) |
| WorkCafé | 53 | 50 | 40 | 32.5% | 6.0% |
| Middle-market centers | 7 | 7 | 7 | 0.0% | 0.0% |
| Select | 38 | 43 | 46 | (17.4%) | (11.6%) |
| ATMs | **1,088** | **1,075** | **998** | **9.0%** | **1.2%** |
| Employees | **11,200** | **11,037** | **11,305** | **(0.9%)** | **1.5%** |
| **Efficiency ratio[2]** | **38.3%** | **39.3%** | **40.0%** | **+178bp** | **+102bp** |
| **YTD Efficiency ratio[2]** | **40.0%** | **40.6%** | **40.0%** | **+1bp** | **+63bp** |
| Volumes per branch (Ch$mn)[3] | 149,130 | 143,762 | 137,082 | 8.8% | 3.7% |
| Volumes per employee (Ch$mn)[4] | 5,020 | 4,963 | 4,608 | 8.9% | 1.2% |
| **YTD Cost / Assets[5]** | **1.7%** | **1.8%** | **1.9%** | | |

1. Excluding Impairment and Other operating expenses.
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. Loans + deposits over branches (points of sale).
4. Loans + deposits over employees.
5. Operating expenses as defined in footnote 1 above, annualized / Total assets.

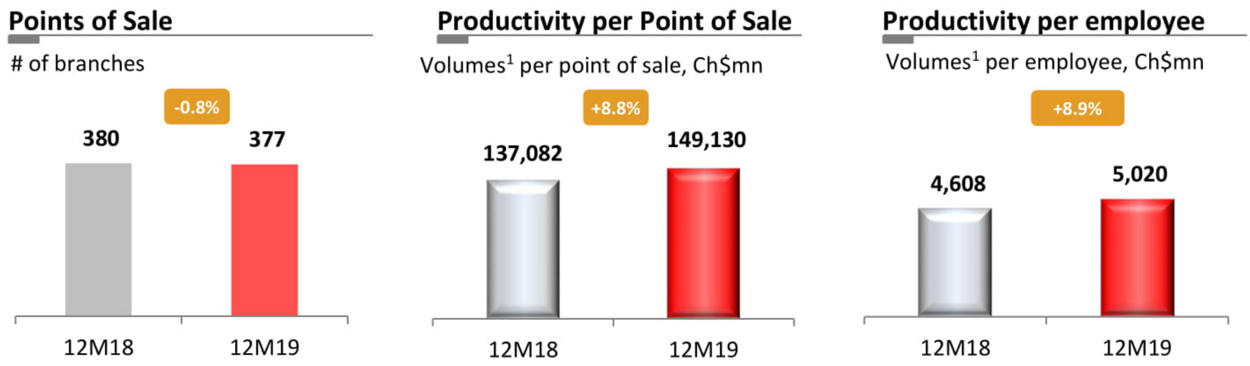
In 4Q19, operating expenses increased 3.1% YoY and remained flat compared to 3Q19 with the Bank's **efficiency ratio** reaching 38.3% in the quarter and 40.0% in 12M19. In the quarter, total expenses remained stable with the increase in depreciation and amortization being compensated by lower administrative expenses.

The 3.1% increase in costs YoY in 4Q19 was mainly due to a rise in costs related to investments in technology and branch digitalization. Productivity continues to rise with volumes (loans plus deposits) per branch increasing 8.8% YoY and volumes per employee rising 8.9% YoY. YTD Operating expenses to total assets improved to 1.7% in 2019 compared to 1.9% in 2018.

**Personnel expenses** increased 0.8% QoQ and 6.0% in 4Q19. During the quarter, headcount increased 1.5% QoQ due to the integration of employees of Santander Consumer Chile. The incorporation of Santander Consumer added about 200 employees to the Bank's headcount.

**Administrative expenses** decreased 10.4% YoY and 3.2% QoQ in 3Q19. This YoY decrease was mainly due to an accounting change as the Bank adopted IFRS 16 which modified the presentation of our leases. The Bank rents around 77% of its branches and buildings. As of January 1, 2019, instead of recognizing an expense for rental of these properties, the Bank recognizes the associated amortization and depreciation. Without this effect, administrative expenses would have increased around 5% YoY. This increase in administrative expenses was mainly related to marketing, communications and technology developments.

QoQ, lower business activity through branches and higher activity performed through digital channels lowered administrative expenses. Due to the social unrest, we have 70 branches with damages of which 15 were inoperative. This damage is covered by insurance (recognized in other operating income); however, we did increase expenditure on security measures to ensure safer branches for our clients and employees. This also signified recognizing an **impairment charge** of Ch$2,726 million in the quarter for damaged installations.




1. Volumes= Loans+ Deposits

**Amortization expenses** increased 28.4% YoY and 3.3% QoQ. The YoY increase was mainly due to the implementation of IFRS 16 previously mentioned. Without this effect, amortization expenses would have decreased around 17% YoY due to the lower depreciation of fixed assets such as technological equipment which was compensated in part by greater amortization of software and digital banking developments that the Bank is carrying out as part of our plan to improve productivity.

Looking forward, we expect similar cost growth in 2020, an efficiency ratio ~40% and we will continue with our technology investments.

## *Other operating income, net & corporate tax*

**Other operating income**, **net,** totaled a loss of Ch$12,703 million in 4Q19. Gross other operating income increased 45.3% QoQ and decreased 19.4% YoY due to greater income from repossessed assets in 4Q18. In 4Q19, the Bank recognized in **other operating income** revenues from insurance claims related to damages to our branches during the social unrest. Compared to 4Q18, less income was recognized for repossessed assets. The rise in **other operating expenses** was mainly due to greater provisions for repossessed assets and expenses related to maintenance costs, employee support and operational charge-offs due to the social unrest in the quarter.

### Other operating income, net and corporate tax

| | Quarter | | | Change % | |
|---|---|---|---|---|---|
| (Ch$mn) | **4Q19** | **3Q19** | **4Q18** | **4Q19/4Q18** | **4Q19/3Q19** |
| Other operating income | 8,678 | 5,973 | 10,769 | (19.4%) | 45.3% |
| Other operating expenses | (21,381) | (8,809) | (13,474) | 58.7% | 142.7% |
| **Other operating income, net** | **(12,703)** | **(2,836)** | **(2,705)** | **(369.6%)** | **(347.9%)** |
| Income from investments in associates and other companies | 325 | 278 | (128) | (353.9%) | 16.9% |
| **Income tax expense** | **(32,903)** | **(37,825)** | **(42,136)** | **(21.9%)** | **(13.0%)** |
| Effective income tax rate | **21.8%** | **21.4%** | **20.9%** | | |

The Bank continues to advance with its intentions to enter the acquiring business in 2020 with the aim of significantly modernizing and expanding the access of SMEs to POS terminals. In October, the sale of our share in Nexus was announced. Nexus is a company that provides card processing to the Chilean banking system, and the buyers of our stake in this company are other Chilean banks. This will have no significant impact on earnings as Nexus was sold at March 2019 book value.

**Income tax expenses** in 4Q19 totaled Ch$32,903 million, a decrease of 21.9% YoY and 13.0% QoQ due to the fall in income before taxes in the periods being analyzed. On a 12M basis, the effective tax rate was 21.8% in 12M18 and 21.4% in 12M19. For tax purposes, our capital must be restated for CPI inflation, resulting in a tax loss. Since CPI inflation reached 3.0% in 2019 compared to 2.6% in 2018, we had a slightly lower effective tax rate in 2019 compared to 2018.

## YTD Income Tax[1]

| (Ch$mn) | Dec-19 | Dec-18 | Change % Dec-19/Dec-18 |
|---|---|---|---|
| **Net income before tax** | **702,645** | **758,389** | **(7.4%)** |
| Price level restatement of capital[2] | (58,022) | (111,242) | (47.8%) |
| **Net income before tax adjusted for price level restatement** | **644,623** | **647,147** | **(0.4%)** |
| Statutory Tax rate | 27.0% | 27.0% | +0bp |
| **Income tax expense at Statutory rate** | **(174,048)** | **(174,730)** | **(0.4%)** |
| Tax benefits[3] | 23,880 | 8,833 | 170.3% |
| **Income tax** | **(150,168)** | **(165,897)** | **(9.5%)** |
| **Effective tax rate** | **21.4%** | **21.8%** | **(39bp)** |

1. This table is for informational purposes only. Please refer to note 15 in our financial statements for more details.
2. For tax purposes, capital is indexed to CPI inflation. The statutory tax rate is applied over net income before tax adjusted for price level restatement.
3. Mainly includes income tax credits from property taxes paid on leased assets as well as the impact from fluctuations in deferred tax assets and liabilities.

## Section 6: Credit risk ratings

During the quarter, there were no changes to our credit risk ratings.

# International ratings

The Bank has credit ratings from four leading international agencies.

| Moody's | Rating |
|---|---|
| Bank Deposit | A1/P-1 |
| Baseline Credit Assessment | A3 |
| Adjusted Baseline Credit Assessment | A3 |
| Senior Unsecured | A1 |
| Commercial Paper | P-1 |
| Outlook | Stable |

| Standard and Poor's | Rating |
|---|---|
| Long-term Foreign Issuer Credit | A |
| Long-term Local Issuer Credit | A |
| Short-term Foreign Issuer Credit | A-1 |
| Short-term Local Issuer Credit | A-1 |
| Outlook | Stable |

| Fitch | Rating |
|---|---|
| Foreign Currency Long-term Debt | A |
| Local Currency Long-term Debt | A |
| Foreign Currency Short-term Debt | F1 |
| Local Currency Short-term Debt | F1 |
| Viability rating | A |
| Outlook | Stable |

| JCR | Rating |
|---|---|
| Foreign Currency Long-term Debt | A+ |
| Outlook | Stable |

# Local ratings

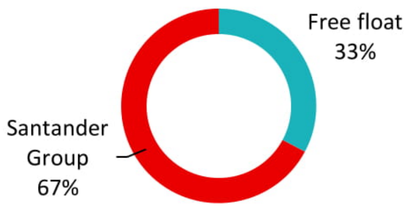
Our local ratings are the following:

| Local ratings | Fitch Ratings | ICR |
|---|---|---|
| Shares | 1CN1 | 1CN1 |
| Short-term deposits | N1+ | N1+ |
| Long-term deposits | AAA | AAA |
| Mortgage finance bonds | AAA | AAA |
| Senior bonds | AAA | AAA |
| Subordinated bonds | AA | AA+ |

# Section 7: Ownership Structure

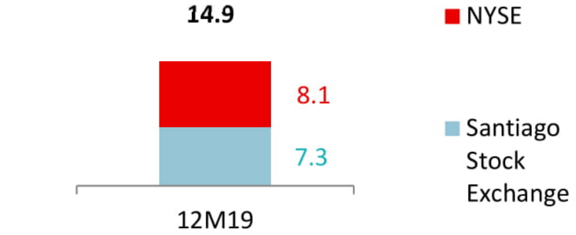
As of December 31, 2019

## Ownership Structure



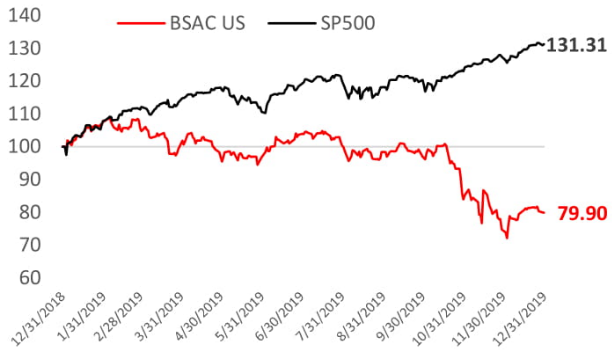

## Average daily traded volumes 12M19

US$ million



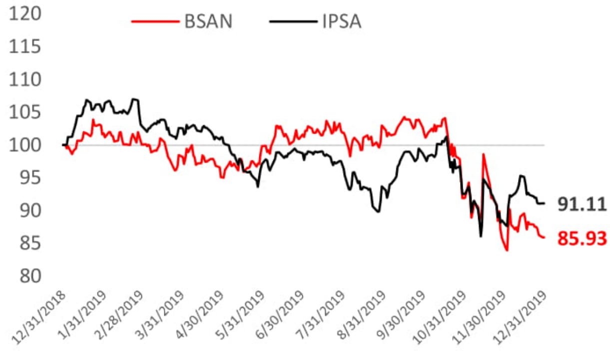

## Total shareholder return

Santander ADR vs. SP500 (Base 100 = 12/31/2018)




## Total shareholder return

Santander vs. IPSA Index (Base 100 = 12/31/2018)




## Share Price

**ADR Price (US$) 12M19**

| | |
|---|---|
| 12/31/2019: | 23.07 |
| Maximum (12M19): | 34.94 |
| Minimum (12M19): | 20.84 |

**Local Share Price (Ch$) 12M19**

| | |
|---|---|
| 12/31/2019: | 43.00 |
| Maximum (12M19): | 55.23 |
| Minimum (12M19): | 42.00 |

## Stock Information

| | |
|---|---|
| **Market Capitalization**: | US$11,180 million |
| P/E 12month trailing*: | 14.2x |
| P/BV (12/31/19)**: | 2.4x |
| Dividend yield***: | 3.7% |

* Price as of December 31, 2019 / 12mth. earnings
** Price as of December 31, 2019/Book value as of 12/31/19
***Based on closing price on record date of last dividend payment

## Dividends

| **Year paid** | **Ch$/share** | **% of previous year's earnings** |
|---|---|---|
| 2016 | 1.79 | 75% |
| 2017 | 1.75 | 70% |
| 2018 | 2.25 | 75% |
| 2019 | 1.88 | 60% |

# Annex 1: Balance sheet

## Unaudited Balance Sheet

| | Dec-19 | Dec-19 | Dec-18 | Dec-19/Dec-18 |
|---|---|---|---|---|
| | US$ Ths[1] | Ch$ Million | | % Chg. |
| Cash and deposits in banks | 4,756,038 | 3,554,520 | 2,065,441 | 72.1% |
| Cash items in process of collection | 475,082 | 355,062 | 353,757 | 0.4% |
| Trading investments | 361,540 | 270,204 | 77,041 | 250.7% |
| Investments under resale agreements | - | - | - | --% |
| Financial derivative contracts | 10,903,044 | 8,148,608 | 3,100,635 | 162.8% |
| Interbank loans, net | 19,847 | 14,833 | 15,065 | (1.5%) |
| Loans and account receivables from customers, net | 42,580,964 | 31,823,735 | 29,470,370 | 8.0% |
| Available for sale investments | 5,365,846 | 4,010,272 | 2,394,323 | 67.5% |
| Held-to-maturity investments | - | - | - | --% |
| Investments in associates and other companies | 14,005 | 10,467 | 32,293 | (67.6%) |
| Intangible assets | 98,196 | 73,389 | 66,923 | 9.7% |
| Property, plant and equipment | 264,706 | 197,833 | 253,586 | (22.0%) |
| Right of use assets | 281,654 | 210,500 | - | --% |
| Current taxes | 15,585 | 11,648 | - | --% |
| Deferred taxes | 619,328 | 462,867 | 382,934 | 20.9% |
| Other assets | 1,919,140 | 1,434,308 | 984,988 | 45.6% |
| **Total Assets** | **67,674,975** | **50,578,246** | **39,197,356** | **29.0%** |
| | | | | |
| Deposits and other demand liabilities | 13,778,225 | 10,297,432 | 8,741,417 | 17.8% |
| Cash items in process of being cleared | 265,261 | 198,248 | 163,043 | 21.6% |
| Obligations under repurchase agreements | 508,523 | 380,055 | 48,545 | 682.9% |
| Time deposits and other time liabilities | 17,652,323 | 13,192,817 | 13,067,819 | 1.0% |
| Financial derivatives contracts | 9,888,882 | 7,390,654 | 2,517,728 | 193.5% |
| Interbank borrowings | 3,371,580 | 2,519,818 | 1,788,626 | 40.9% |
| Issued debt instruments | 12,712,208 | 9,500,723 | 8,115,233 | 17.1% |
| Other financial liabilities | 302,873 | 226,358 | 215,400 | 5.1% |
| Leasing contract obligations | 212,069 | 158,494 | - | --% |
| Current taxes | - | - | 8,093 | --% |
| Deferred taxes | 133,278 | 99,608 | 15,395 | 547.0% |
| Provisions | 451,446 | 337,397 | 329,940 | 2.3% |
| Other liabilities | 3,754,934 | 2,806,325 | 900,408 | 211.7% |
| **Total Liabilities** | **63,031,603** | **47,107,929** | **35,911,647** | **31.2%** |
| | | | | |
| **Equity** | | | | |
| Capital | 1,192,586 | 891,303 | 891,303 | 0.0% |
| Reserves | 2,838,150 | 2,121,148 | 1,923,022 | 10.3% |
| Valuation adjustments | (10,829) | (8,093) | 10,890 | (174.3%) |
| **Retained Earnings:** | | | | |
| Retained earnings from prior years | - | - | - | --% |
| Income for the period | 738,714 | 552,093 | 591,902 | (6.7%) |
| Minus: Provision for mandatory dividends | (221,614) | (165,628) | (177,571) | (6.7%) |
| **Total Shareholders' Equity** | 4,537,007 | 3,390,823 | 3,239,546 | 4.7% |
| Non-controlling interest | 106,365 | 79,494 | 46,163 | 72.2% |
| **Total Equity** | **4,643,372** | **3,470,317** | **3,285,709** | **5.6%** |
| | | | | |
| **Total Liabilities and Equity** | **67,674,975** | **50,578,246** | **39,197,356** | **29.0%** |

1. The exchange rate used to calculate the figures in dollars was Ch$747.37 / US$1

## Annex 2: YTD income statements

### Unaudited YTD Income Statement

| | Dec-19 | Dec-19 | Dec-18 | Dec-19/Dec-18 |
|---|---|---|---|---|
| | US$ Ths[1] | Ch$ Million | | % Chg. |
| Interest income | 3,105,915 | 2,321,268 | 2,244,317 | 3.4% |
| Interest expense | (1,210,133) | (904,417) | (829,949) | 9.0% |
| **Net interest income** | **1,895,783** | **1,416,851** | **1,414,368** | **0.2%** |
| Fee and commission income | 667,217 | 498,658 | 484,463 | 2.9% |
| Fee and commission expense | (283,089) | (211,572) | (193,578) | 9.3% |
| **Net fee and commission income** | **384,128** | **287,086** | **290,885** | **(1.3%)** |
| Net income (expense) from financial operations | (104,587) | (78,165) | 53,174 | --% |
| Net foreign exchange gain | 381,583 | 285,184 | 51,908 | --% |
| **Total financial transactions, net** | **276,997** | **207,019** | **105,082** | **97.0%** |
| Other operating income | 32,913 | 24,598 | 39,526 | (37.8%) |
| **Net operating profit before provisions for loan losses** | **2,589,820** | **1,935,554** | **1,849,861** | **4.6%** |
| **Provision for loan losses** | **(562,569)** | **(420,447)** | **(325,085)** | **29.3%** |
| **Net operating profit** | **2,027,252** | **1,515,107** | **1,524,776** | **(0.6%)** |
| Personnel salaries and expenses | (548,800) | (410,157) | (397,564) | 3.2% |
| Administrative expenses | (312,579) | (233,612) | (245,089) | (4.7%) |
| Depreciation and amortization | (141,954) | (106,092) | (79,280) | 33.8% |
| **Op. expenses excl. Impairment and Other operating expenses** | **(1,003,333)** | **(749,861)** | **(721,933)** | **3.9%** |
| Impairment of property, plant and equipment | (3,647) | (2,726) | (39) | 6889.7% |
| Other operating expenses | (81,648) | (61,021) | (45,740) | 33.4% |
| **Total operating expenses** | **(1,088,628)** | **(813,608)** | **(767,712)** | **6.0%** |
| **Operating income** | **938,623** | **701,499** | **757,064** | **(7.3%)** |
| Income from investments in associates and other companies | 1,533 | 1,146 | 1,325 | (13.5%) |
| **Income before tax** | **940,157** | **702,645** | **758,389** | **(7.4%)** |
| Income tax expense | (200,929) | (150,168) | (165,897) | (9.5%) |
| **Net income from ordinary activities** | **739,228** | **552,477** | **592,492** | **(6.8%)** |
| Net income discontinued operations[2] | 2,273 | 1,699 | 3,770 | (54.9%) |
| **Net consolidated income** | 741,502 | 554,176 | 596,262 | **(7.1%)** |
| Net income attributable to: | | | | |
| Non-controlling interest | 2,787 | 2,083 | 4,360 | (52.2%) |
| **Net income attributable to equity holders of the Bank** | **738,714** | **552,093** | **591,902** | **(6.7%)** |

1. The exchange rate used to calculate the figures in dollars was Ch$747.37 / US$1
2. Corresponds to the discontinued operations of Redbanc S.A., Transbank S.A. and Nexus S.A. Dec-2018 has been included for comparison purposes, reclassifying from Income from investments in associates and other companies

## Annex 3: Quarterly income statements

### Unaudited Quarterly Income Statement

| | 4Q19 | 4Q19 | 3Q19 | 4Q18 | 4Q19/4Q18 | 4Q19/3Q19 |
|---|---|---|---|---|---|---|
| | US$ Ths[1] | | Ch$ Million | | % Chg. | |
| Interest income | 838,538 | 626,698 | 557,708 | 587,413 | 6.7% | 12.4% |
| Interest expense | (335,680) | (250,877) | (209,754) | (229,812) | 9.2% | 19.6% |
| **Net interest income** | **502,858** | **375,821** | **347,954** | **357,601** | **5.1%** | **8.0%** |
| Fee and commission income | 170,846 | 127,685 | 126,246 | 119,309 | 7.0% | 1.1% |
| Fee and commission expense | (68,217) | (50,983) | (54,511) | (51,871) | (1.7%) | (6.5%) |
| **Net fee and commission income** | **102,629** | **76,702** | **71,735** | **67,438** | **13.7%** | **6.9%** |
| Net income (expense) from financial operations | (142,866) | (106,774) | 5,698 | 37,804 | --% | --% |
| Net foreign exchange gain | 215,714 | 161,218 | 59,016 | (2,034) | --% | 173.2% |
| **Total financial transactions, net** | **72,847** | **54,444** | **64,714** | **35,770** | **52.2%** | **(15.9%)** |
| Other operating income | 11,611 | 8,678 | 5,973 | 10,769 | (19.4%) | 45.3% |
| **Net operating profit before provisions for loan losses** | **689,946** | **515,645** | **490,376** | **471,578** | **9.3%** | **5.2%** |
| **Provision for loan losses** | **(203,385)** | **(152,004)** | **(115,821)** | **(73,283)** | **107.4%** | **31.2%** |
| **Net operating profit** | **486,561** | **363,641** | **374,555** | **398,295** | **(8.7%)** | **(2.9%)** |
| Personnel salaries and expenses | (141,649) | (105,864) | (104,985) | (99,872) | 6.0% | 0.8% |
| Administrative expenses | (74,349) | (55,566) | (57,381) | (62,009) | (10.4%) | (3.2%) |
| Depreciation and amortization | (36,998) | (27,651) | (26,762) | (21,542) | 28.4% | 3.3% |
| **Op. expenses excl. Impairment and Other operating expenses** | **(252,995)** | **(189,081)** | **(189,128)** | **(183,423)** | **3.1%** | **--%** |
| Impairment of property, plant and equipment | (3,647) | (2,726) | - | - | --% | --% |
| Other operating expenses | (28,608) | (21,381) | (8,809) | (13,474) | 58.7% | 142.7% |
| **Total operating expenses** | **(285,251)** | **(213,188)** | **(197,937)** | **(196,897)** | **8.3%** | **7.7%** |
| **Operating income** | **201,310** | **150,453** | **176,618** | **201,398** | **(25.3%)** | **(14.8%)** |
| Income from investments in associates and other companies | 435 | 325 | 278 | 257 | 26.5% | 16.9% |
| **Income before tax** | **201,745** | **150,778** | **176,896** | **201,655** | **(25.2%)** | **(14.8%)** |
| Income tax expense | (44,025) | (32,903) | (37,825) | (42,136) | (21.9%) | (13.0%) |
| **Net income from ordinary activities** | **157,720** | **117,875** | **139,071** | **159,519** | **(26.1%)** | **(15.2%)** |
| Net income discontinued operations[2] | - | - | - | (385) | --% | --% |
| **Net consolidated income** | **157,720** | **117,875** | **139,071** | **159,134** | **(25.9%)** | **(15.2%)** |
| **Net income attributable to:** | | | | | | |
| Non-controlling interest | 1,563 | 1,168 | 347 | 2,490 | (53.1%) | 236.6% |
| **Net income attributable to equity holders of the Bank** | **156,157** | **116,707** | **138,724** | **156,644** | **(25.5%)** | **(15.9%)** |

1. The exchange rate used to calculate the figures in dollars was Ch$747.37 / US$1
2. Corresponds to the discontinued operations of Redbanc S.A., Transbank S.A. and Nexus S.A. Previous quarters have been included for comparison purposes, reclassifying from Income from investments in associates and other companies.

## Annex 4: Quarterly evolution of main ratios and other information

| (Ch$ millions) | 4Q18 | 1Q19 | 2Q19 | 3Q19 | 4Q19 |
|---|---|---|---|---|---|
| **Loans** | | | | | |
| Consumer loans | 4,876,289 | 4,920,318 | 4,989,182 | 5,062,334 | 5,539,057 |
| Residential mortgage loans | 10,150,981 | 10,335,335 | 10,657,763 | 10,899,784 | 11,262,995 |
| Commercial loans | 15,239,659 | 15,318,141 | 15,439,369 | 15,938,951 | 15,914,831 |
| Interbank loans | 15,094 | 26,466 | 8,624 | 4,138 | 14,852 |
| **Total loans (including interbank)** | **30,282,023** | **30,600,260** | **31,094,938** | **31,905,207** | **32,731,735** |
| Allowance for loan losses | (796,588) | (794,559) | (797,331) | (820,269) | (893,167) |
| **Total loans, net of allowances** | **29,485,435** | **29,805,701** | **30,297,607** | **31,084,938** | **31,838,568** |
| **Deposits** | | | | | |
| Demand deposits | 8,741,417 | 8,526,343 | 8,909,594 | 9,463,459 | 10,297,432 |
| Time deposits | 13,067,819 | 12,935,703 | 13,122,503 | 13,404,816 | 13,192,817 |
| **Total deposits** | **21,809,236** | **21,462,046** | **22,032,097** | **22,868,275** | **23,490,249** |
| Mutual funds (Off balance sheet) | 5,576,243 | 5,816,654 | 6,266,181 | 6,687,626 | 6,524,098 |
| **Total customer funds** | **27,385,479** | **27,278,700** | **28,298,278** | **29,555,901** | **30,014,347** |
| **Loans / Deposits[1]** | **98.0%** | **99.1%** | **97.0%** | **95.4%** | **95.1%** |
| **Average balances** | | | | | |
| Avg. interest earning assets | 32,754,792 | 33,081,958 | 33,931,067 | 34,504,184 | 35,813,783 |
| Avg. Loans | 30,190,154 | 30,462,954 | 31,030,695 | 31,470,538 | 32,460,418 |
| Avg. assets | 38,829,385 | 39,248,008 | 41,404,593 | 44,360,354 | 49,488,714 |
| Avg. demand deposits | 8,280,556 | 8,558,691 | 8,918,787 | 9,020,898 | 9,829,619 |
| Avg equity | 3,159,565 | 3,275,418 | 3,250,079 | 3,322,048 | 3,362,656 |
| Avg. free funds (demand plus equity) | 11,440,120 | 11,834,109 | 12,168,865 | 12,342,945 | 13,192,275 |
| **Capitalization** | | | | | |
| Risk weighted assets | 30,600,176 | 30,793,029 | 31,512,066 | 33,025,025 | 33,478,951 |
| Tier I (Shareholders' equity) | 3,239,546 | 3,321,798 | 3,284,857 | 3,358,402 | 3,390,823 |
| Tier II | 862,119 | 861,633 | 852,464 | 856,484 | 913,578 |
| Regulatory capital | 4,101,664 | 4,183,431 | 4,137,322 | 4,214,886 | 4,304,401 |
| **Tier I ratio** | **10.6%** | **10.8%** | **10.4%** | **10.2%** | **10.1%** |
| **BIS ratio** | **13.4%** | **13.6%** | **13.1%** | **12.8%** | **12.9%** |
| **Profitability & Efficiency** | | | | | |
| **Net interest margin (NIM)[2]** | **4.4%** | **3.9%** | **4.4%** | **4.0%** | **4.2%** |
| Efficiency ratio[3] | 40.0% | 42.5% | 40.3% | 39.3% | 38.3% |
| Costs / assets[4] | 1.9% | 1.8% | 1.9% | 1.7% | 1.5% |
| Avg. Demand deposits / interest earning assets | 25.3% | 25.9% | 26.3% | 26.1% | 27.4% |
| **Return on avg. Equity** | **19.8%** | **15.3%** | **21.1%** | **16.7%** | **13.9%** |
| Return on avg. Assets | 1.6% | 1.3% | 1.7% | 1.3% | 0.9% |
| Return on RWA | 2.1% | 1.6% | 2.5% | 2.0% | 1.6% |

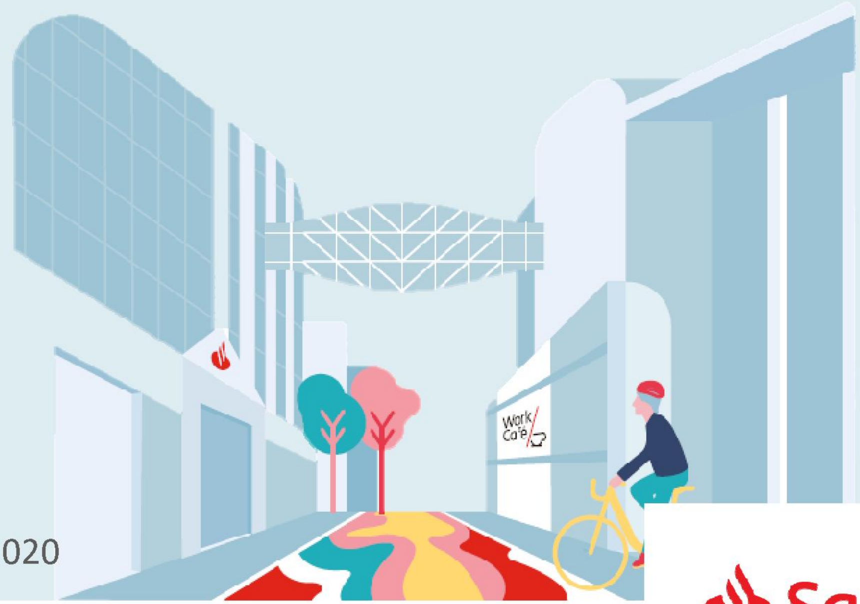
| (Ch$ millions) | Dec-18 | Mar-19 | Jun-19 | Sep-19 | Dec-19 |
|---|---|---|---|---|---|
| **Asset quality** | | | | | |
| **Impaired loans[5]** | **1,779,438** | **1,797,460** | **1,810,842** | **1,852,359** | **1,916,609** |
| **Non-performing loans (NPLs)[6]** | **631,652** | **623,467** | **579,536** | **633,259** | **671,336** |
| Past due loans[7] | 390,823 | 388,316 | 354,622 | 351,165 | 360,620 |
| Loan loss reserves | (796,588) | (794,559) | (797,331) | (820,269) | (893,167) |
| Impaired loans / total loans | 5.9% | 5.9% | 5.8% | 5.8% | 5.9% |
| NPLs / total loans | 2.1% | 2.0% | 1.9% | 2.0% | 2.1% |
| PDL / total loans | 1.3% | 1.3% | 1.1% | 1.1% | 1.1% |
| Coverage of NPLs (Loan loss allowance / NPLs) | 126.1% | 127.4% | 137.6% | 129.5% | 133.0% |
| Coverage of PDLs (Loan loss allowance / PDLs) | 203.8% | 204.6% | 224.8% | 233.6% | 247.7% |
| Risk index (Loan loss allowances / Loans)[8] | 2.6% | 2.6% | 2.6% | 2.6% | 2.7% |
| Cost of credit (prov expense annualized / avg. loans) | 1.0% | 1.0% | 1.0% | 1.5% | 1.9% |
| | | | | | |
| **Network** | | | | | |
| **Branches** | **380** | **380** | **380** | **381** | **377** |
| ATMs (includes depositary ATMs) | 998 | 1,031 | 1,037 | 1,075 | 1,088 |
| Employees | 11,305 | 11,280 | 11,186 | 11,037 | 11,200 |
| | | | | | |
| **Market information (period-end)** | | | | | |
| **Net income per share (Ch$)** | **0.83** | **0.67** | **0.91** | **0.74** | **0.62** |
| **Net income per ADR (US$)** | **0.48** | **0.39** | **0.54** | **0.40** | **0.33** |
| Stock price | 51.69 | 51.19 | 50.5 | 51.37 | 43 |
| ADR price | 29.9 | 29.75 | 29.92 | 28 | 23.07 |
| Market capitalization (US$mn) | 14,047 | 14,016 | 14,119 | 13,187 | 11,180 |
| Shares outstanding | 188,446 | 188,446 | 188,446 | 188,446 | 188,446 |
| ADRs (1 ADR = 400 shares) | 471 | 471 | 471 | 471 | 471 |
| | | | | | |
| **Other Data** | | | | | |
| Quarterly UF inflation rate[9] | 0.8% | 0.0% | 1.2% | 0.5% | 0.9% |
| Central Bank monetary policy reference rate (nominal) | 2.75% | 3.00% | 2.50% | 2.00% | 1.75% |
| Observed Exchange rate (Ch$/US$) (period-end) | 697.76 | 679.91 | 678.44 | 728.60 | 747.37 |

1. Ratio = (Net Loans - portion of mortgages funded with long-term bonds) / (Time deposits + Demand deposits)
2. NIM = Net interest income annualized divided by interest earning assets
3. Efficiency ratio = (Net interest income+ Net fee and commission income +Financial transactions net + Other operating income +Other operating expenses) divided by (Personnel expenses + Administrative expenses + Depreciation). Excludes impairment charges
4. Costs / assets = (Personnel expenses + Adm. Expenses + depreciation) / Total assets
5. Impaired loans include: (A) for loans individually evaluated for impairment, (i) the carrying amount of all loans to clients that are rated C1 through C6 and (ii) the carrying amount of loans to an individual client with a loan that is non-performing, regardless of category, excluding residential mortgage loans, if the past-due amount on the mortgage loan is less than 90 days; and (B) for loans collectively evaluated for impairment, (i) the carrying amount of total loans to a client, when a loan to that client is non-performing or has been renegotiated, excluding performing residential mortgage loans, and (ii) if the loan that is non-performing or renegotiated is a residential mortgage loan, all loans to that client.
6. Capital + future interest of all loans with one installment 90 days or more overdue.
7. Total installments plus lines of credit more than 90 days overdue.
8. Based on internal credit models and SBIF guidelines. Banks must have a 100% coverage of risk index.
9. Calculated using the variation of the Unidad de Fomento (UF) in the period.

Exhibit 99.2

# Banco Santander Chile

## 4Q19 & 12M19 Results



January 29, 2020

# Important information

Banco Santander Chile caution 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 2018 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

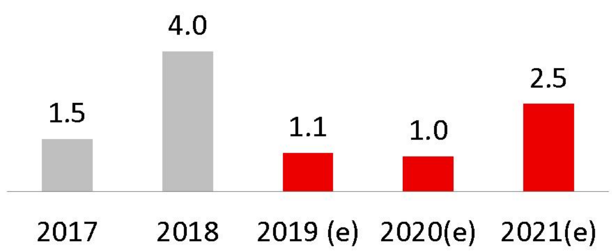
- Macro-economic environment
- Strategy update
- Results
- Outlook

**Macroeconomic environment**

# GDP growth in 2020 driven by export sector

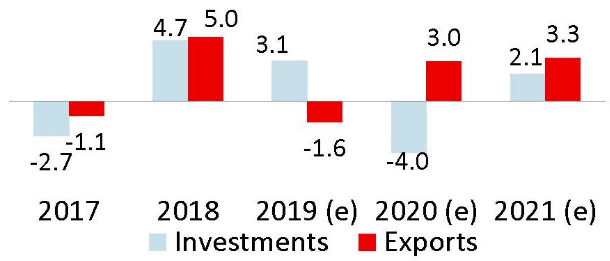
## GDP

YoY real growth, %



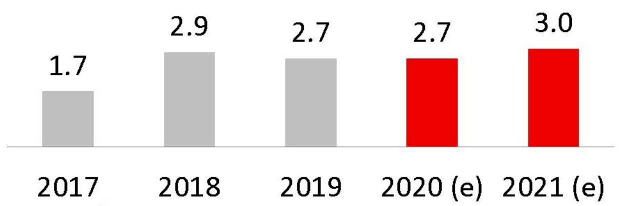

## Investment / Export growth

YoY real growth of fixed capital formation and contribution of exports to GDP, %



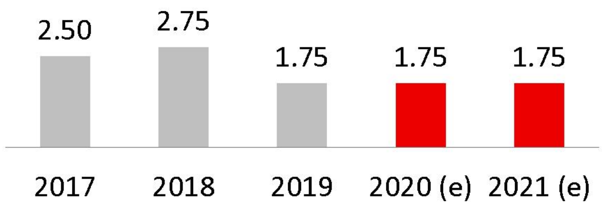

## Inflation

Annual change in UF inflation, %




## Central Bank ST Reference Rate

%



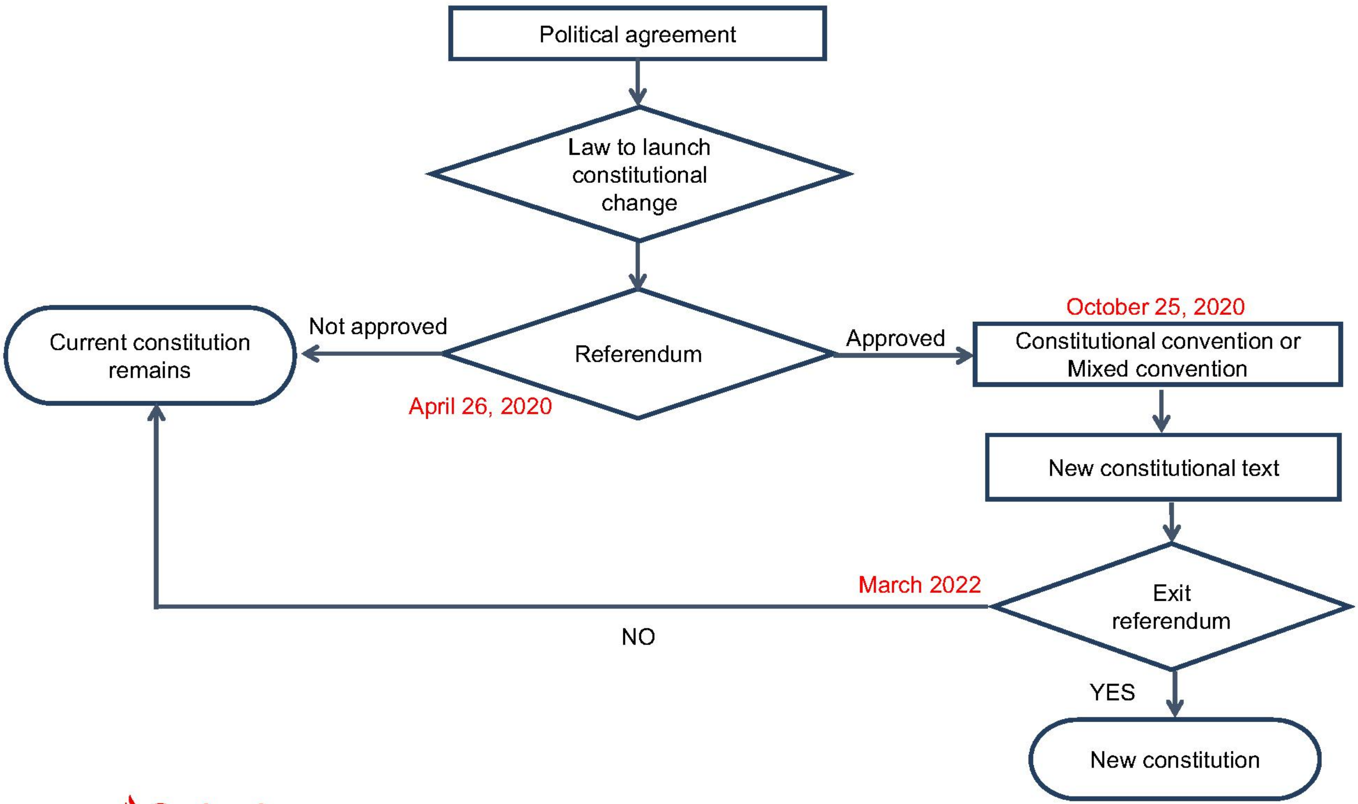

Santander



Source: Banco Central de Chile and estimates Santander Chile

**Macroeconomic environment**

## Road map to a constitutional change



# General reforms that could affect us

### Pension reform

- Increase pension contribution from 10% to 16%, charged to the employer
- Increase competitiveness for pension funds
- Implementation will take 12 years

### Tax modernization

- Reform for total reintegration eliminated
- Increase of property taxes, and new tax bracket for the wealthy
- Pro-SME initiatives and simplified accounting for individuals with companies

*Seeks to collect an additional US$2.2 billion in taxes*

### Labor reform & minimum wage

- Reduce working week from 45 to 41 hours
- Increase flexibility
- Current minimum wage is Ch$301,000 monthly (~US$4,600 yearly).
- In March 2020 a new level will be debated

## Banking reforms that could affect us

### Credit line payment

- Credit lines are now automatically paid off with the positive balance in the checking account

*In force as of Jan. 1, 2020*

### Fraud compensation

- Limit the responsibility of clients in case of loss, theft or fraud of debit and credit cards
- Banks will be liable for all frauds that affect users
- In the case the Bank believes the user committed fraud, the Bank must go to court of law to prove this

### Capital requirements

- CMF has already published for consultation systemic banks, operational risk-weighted assets, regulatory capital, and credit risk-weighted assets

*Implementation will begin Dec. 1, 2020 and should be fully implemented by 2024.*

### Consolidated debt

- Create a consolidated positive credit bureau
- Reduce over indebtedness
- Improve credit conditions

*Currently banks can only see information within banking system*

### Portability

- Decrease paperwork and costs
- Increase competition in the finance industry

# Agenda

Macro-economic environment

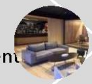
Strategy update

Results

Outlook

## Strategy update

# 2019 was a landmark year in innovations

| Challenge | Approach | Progress |
|---|---|---|
| Offer transactional products with access to digital economy | superdigital | More than 18,000 clients. First launch 1H20 |
| Increase SME access to banks and to digital economy | getnet Acquiring | Agreement with Evertec. First operation performed in 12/19. Operations to start in 1H20 |
| Enter the car loan market, creating synergies with other bank products | Santander Consumer Finance | Transaction complete. Acquired in Nov. 2019 |
| Reactivate loan growth within mass segment | life | Over 136,800 customers, including 58,000 Cuenta Life clients |
| Continue expanding cross-selling with our clients with better products | klare | Approval received for the first digital open platform for selling insurance. Launching soon in 1H20. |
| Offer a differentiated and specialized service to gain their loyalty | Wealth management  | New private banking model to be launched in 1H20. |

WORK CAFE

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.

**Strategy update**

# Advancing with our acquiring business and new online insurance platform, Klare

getnet


- Acquiring:
    - Will use brand name Getnet
    - Dec. 27, 2019: First transaction made with our POS.
- Moving to interchange fee / 4 part model:
    - 1Q20: all issuers must adopt the 4-part payment system where transactions are priced through the brand (Visa, Mastercard, Amex) rather than the acquirer and issuer.
    - 20% of cards in the market already use this new transaction model.

- Subsidiary created in 4Q19
- Open insurance market
- Digital distribution model
- Alliance with Zurich and other insurance companies
- Open and flexible platform
- Recommended offer in just four steps
- 100% customized offer by customer (amount, coverage, other assistance)

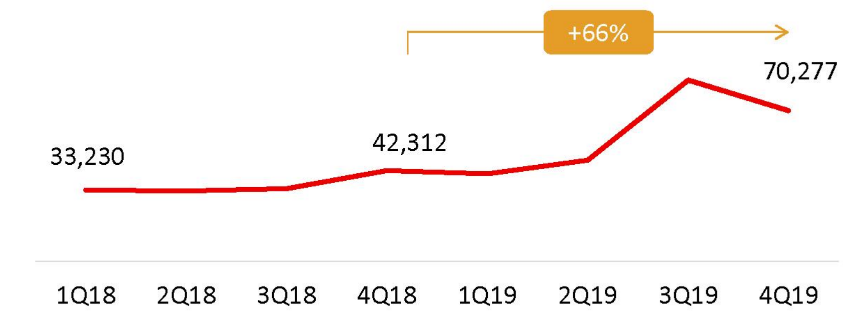
klare

*The first 100% digital insurance broker in Chile*

## Strategy update

# Strong increase in new clients

### Quarterly gross new accounts[1]




*During 4Q19 we opened 66% more accounts than in 4Q18 despite social unrest, reflecting the strength of our brand and digital channels*

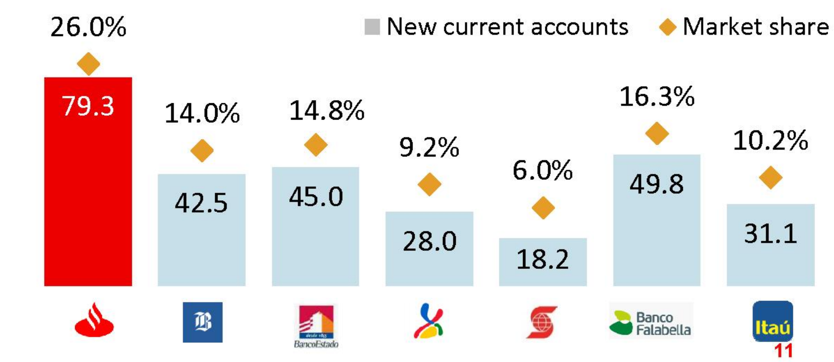
**22%**

Total market share of checking accounts[2]

**26%**

Total market share of new checking account openings[2]

### Net increase in current accounts 10M19[2]

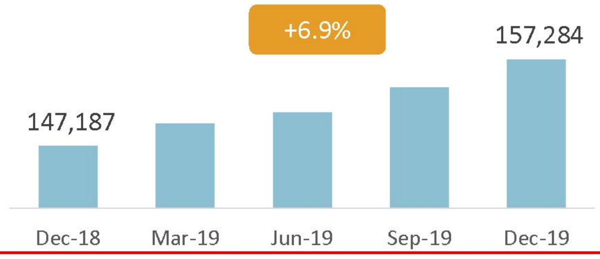



Santander

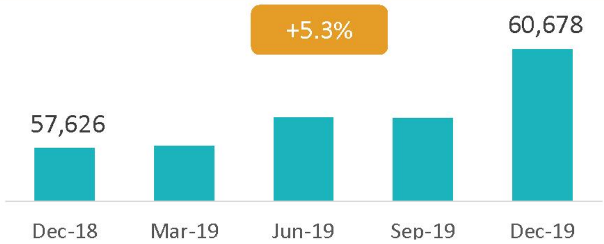
1. Includes checking accounts, Life, and Superdigital 2. Market share with information published by the CMF as of Oct. 2019, latest available information

# Increasing client loyalty and digital clients

**LOYAL HIGH INCOME INDIVIDUALS[1]**




**LOYAL SME & MIDDLE MARKET CLIENTS[1]**



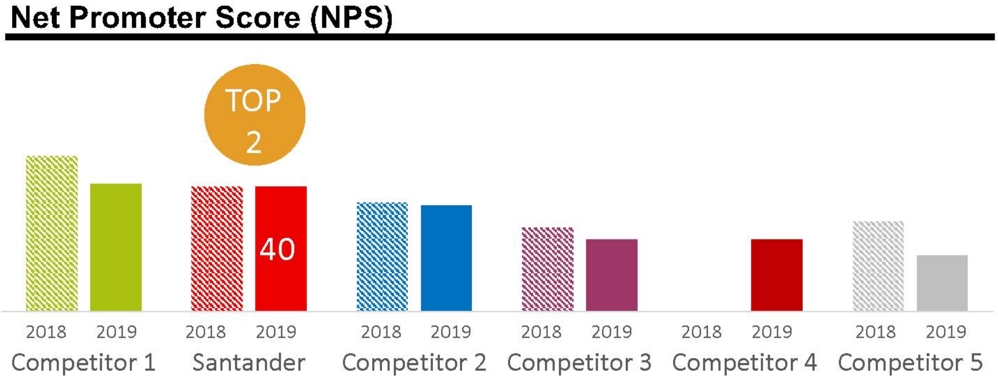

**DIGITAL CLIENTS[2]**

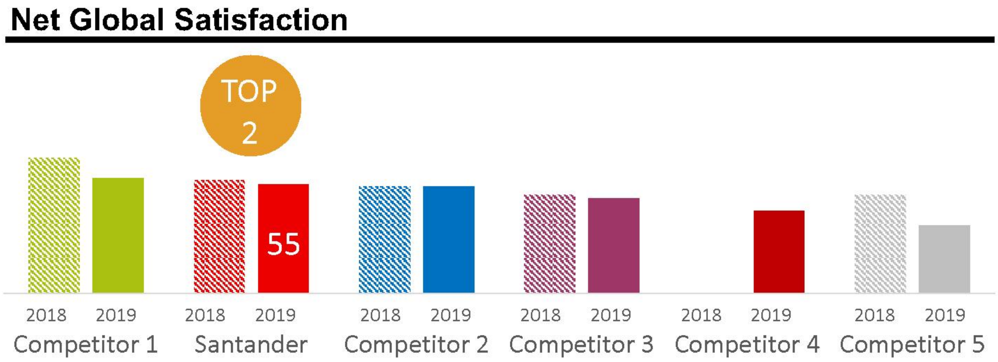



1. Clients with >4 plus min usage and profitability standards. 2. Clients who access their web account using a passcode

**Strategy update**

## Closing the gap towards Top 1






Source: Study by Activa for Santander with a scope of 60,000 surveys to our own clients and over 1,200 surveys to each competitor's clients in the six month period. Measures the Net Global Satisfaction and Net Promoter Score in three main aspects: service quality, product quality, and brand image. % of clients that value with grade 6 and 7 subtracted by clients that value with grade 1 through 4. Audited by an external provider.

# Santander is a leader in ESG

Our mission

To be the best bank, **acting responsibly** and gaining the confidence and fidelity of our employees, clients, shareholders and the society

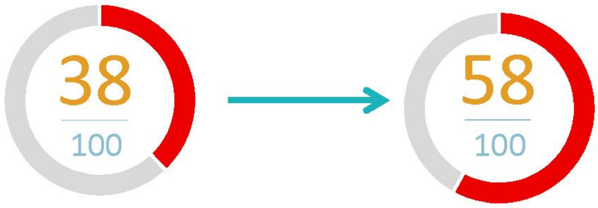
Under Retail and Specialized Banks:

**#8**

out of 270 in the world

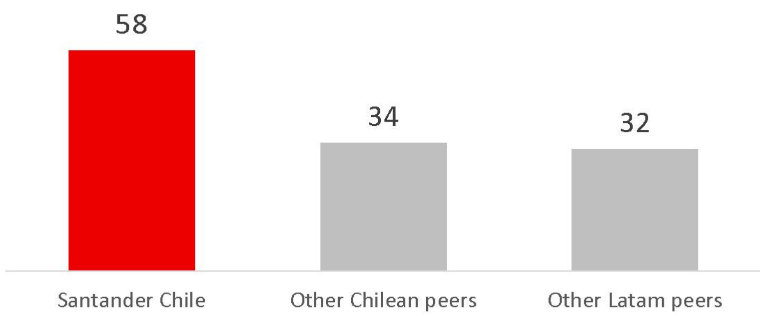
**#4**

out of 100 in emerging markets




*Limited* 2017 → *Robust* 2019

## Overall Score Ranking



## Strategy update

# Clients can now compensate their carbon footprint

*We are the first bank in the country to give clients the opportunity to compensate their carbon footprint*

The carbon footprint is calculated using an international index which is then adjusted to the local context. The process is audited by KPMG.

Clients can compensate their carbon footprint through either:

Certified Carbon Credits
Supports the development of renewable energy, conservation, reforestation

Chilean environmental projects
Contributes to non-profit organization who seek to conserve protected ecosystems in Chile.


This initiative was launched at the end of November 2019.

During the month of December:
312 tons of $CO_2$ were compensated through the purchase of carbon credits
Contribution to Fundación Llampangui for a project in Parque El Durazno in Coquimbo, Chile.

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Strategy update

# Strengthening our SPF culture throughout the company

### Best in Corporate Governance

We were awarded with being within the **Top 3** of the country in terms of corporate governance standards for **second year in a row**

**347**

Responded the survey, including board members, market analysts and rating agencies

### Top 3 in Great Place to Work

We were recognized as being one of the best places to work in the country in the category of institutions of over 1,000 employees

**Ranking GPTW**


### Bank of the Year 2019

We were awarded Bank of Year in Chile, as well as Spain, Portugal, Argentina, Occidental Europe and America. The renowned magazine highlighted our improvement in client experience throughout the years through the development of new digital services and our operational efficiency

# Agenda

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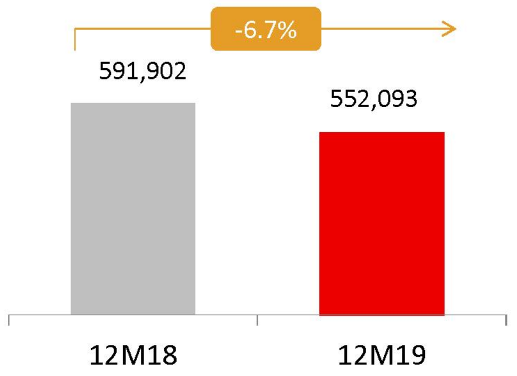
## Results

# Recurring ROAE of 17.7% for December 2019

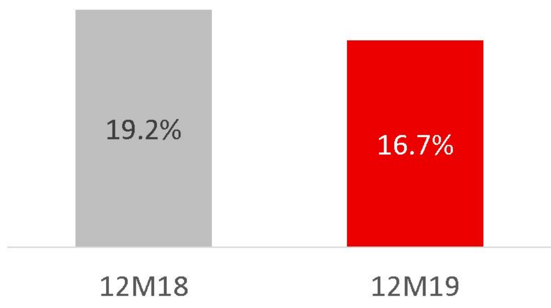
### Net income to shareholders

Ch$bn




### ROAE[1]

%




ROAE 2019 adjusted for extraordinary provisions = 17.7%



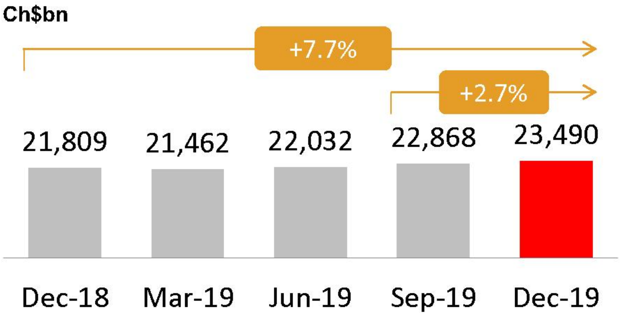
1. Net income attributable to shareholders for the year annualized divided by the average equity attributable to shareholders.

## Results

# Positive evolution of funding mix

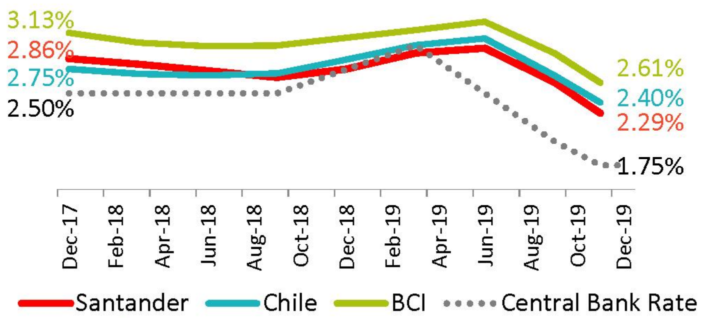
### Total Deposits

Ch$bn




| Ch$ bn | 12M19 | YoY | QoQ |
|---|---|---|---|
| Demand | 10,297 | 17.8% | 8.8% |
| Time | 13,193 | 1.0% | (1.6%) |
| **Total Deposits** | **23,490** | **7.7%** | **2.7%** |
| Mutual funds[1] | 6,524 | 17.0% | (2.4%) |
| **Adjusted Loans to deposits[2]** | 95.1% | | |
| **LCR[3]** | **143%** | | |
| **NSFR[4]** | **108%** | | |

### CLP Time Deposit Cost Evolution[5]




### Demand deposits by segment

| Ch$ bn | 12M19 | YoY | QoQ |
|---|---|---|---|
| Individuals | 3,650 | 8.5% | 0.5% |
| SMEs | 1,698 | 15.3% | 0.5% |
| **Retail** | **5,348** | **10.7%** | **0.5%** |
| **Middle Market** | **2,991** | **14.4%** | **2.7%** |
| **Corporate (SCIB)** | **1,959** | **55.0%** | **13.0%** |
| **Total[6]** | **10,297** | **17.8%** | **8.8%** |

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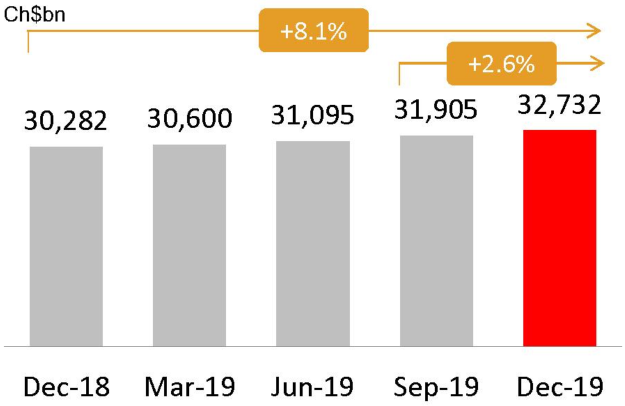
1. Banco Santander Chile is the exclusive broker of mutual funds managed by Santander Asset Management, a subsidiary of SAM Investment Holdings Limited. 2. (Net Loans – portion of mortgages funded with long-term bonds) / (Time deposits + demand deposits). 3. LCR: *Liquidity Coverage Ratio* under new SBIF rules. 4. NSFR: *Net Stable Funding Ratio* according to internal methodology. This is not the Chilean model 5. Source: CMF. Quarterly Calculation is based on time deposit in CLP average and interest paid on time deposits in pesos. November rate considers the last 3 months 6. Includes non-segmented deposits

# Loan growth driven by Retail banking

## Total Loans




| Ch$ bn | 12M19 | YoY | QoQ |
|---|---|---|---|
| Individuals[1] | 18,834 | 11.3% | 5.1% |
| Consumer | 5,539 | 13.6% | 9.4% |
| Mortgages | 11,263 | 11.0% | 3.3% |
| SMEs | 4,085 | 5.7% | 1.1% |
| **Retail** | **22,919** | **10.3%** | **4.3%** |
| **Middle Market** | **8,093** | **5.2%** | **1.1%** |
| **Corporate (SCIB)** | **1,672** | **(0.6%)** | **(5.9%)** |
| **Total[2]** | **32,732** | **8.1%** | **2.6%** |

2020: Loan growth forecast ~5%

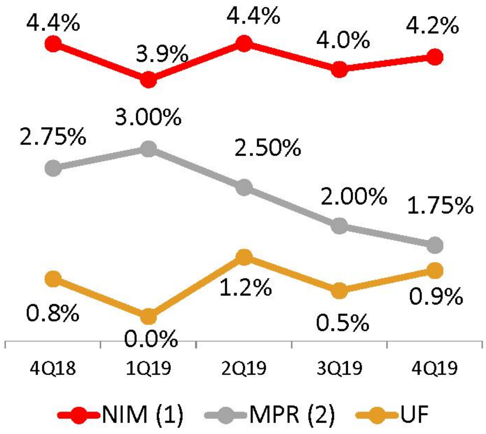


1. Includes other commercial loans to individuals. 2. Includes other non-segmented loans and interbank loans

Results

# Higher inflation and lower cost of funds leads to solid margins in 4Q19

## NIM[1] & Inflation




## Net Interest Income

| Ch$ bn | 12M19 | YoY | QoQ |
|---|---|---|---|
| **Net interest income** | **1,417** | **0.2%** | **8.0%** |
| Average interest-earning assets | 34,382 | 8.0% | 3.8% |
| Average loans | 31,392 | 7.7% | 4.7% |
| Interest earning asset yield[3] | 6.8% | -30bp | +53bp |
| Cost of funds[4] | 2.68% | -4bp | +32bp |
| **NIM YTD** | **4.1%** | **-32bp** | |

Stable NIM outlook for 2020

Santander

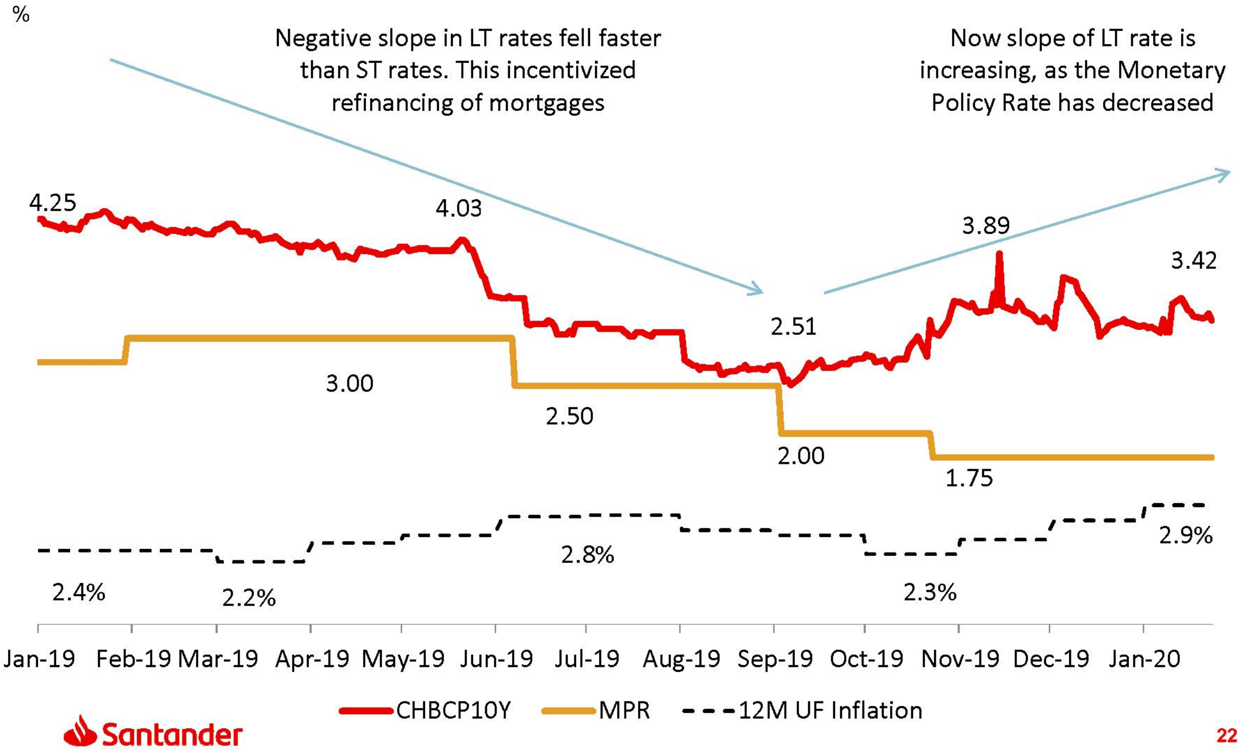


1. Annualized Net interest income divided by average interest earning assets. 2. MPR: Monetary Policy Rate. 3.Annualized gross interest income divided by average interest earning assets. 4. Annualized interest expense divided by sum of average interest bearing liabilities and demand deposits. Averages calculated using monthly figures.

Results

## Rising inflation and greater slope of yield curve to support margins

**10Y Nominal Central Bank Notes Rate, Monetary Policy Rate[1] and 12M UF inflation**

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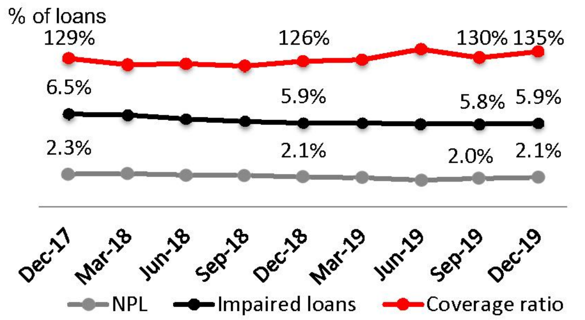
1. Source: Bloomberg

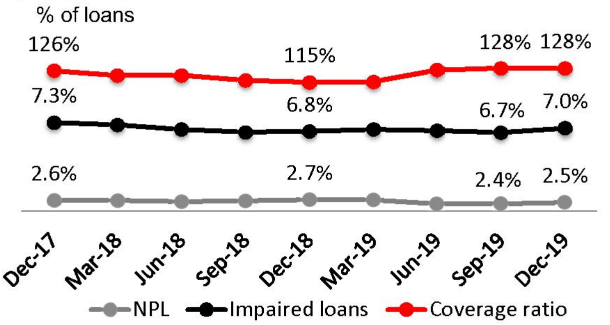
# Results

## Slight deterioration of asset quality in the quarter

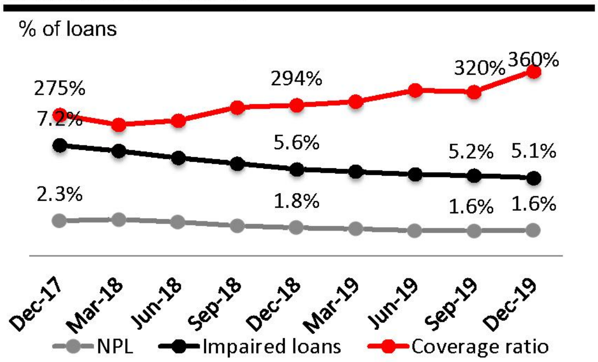
### Total loans



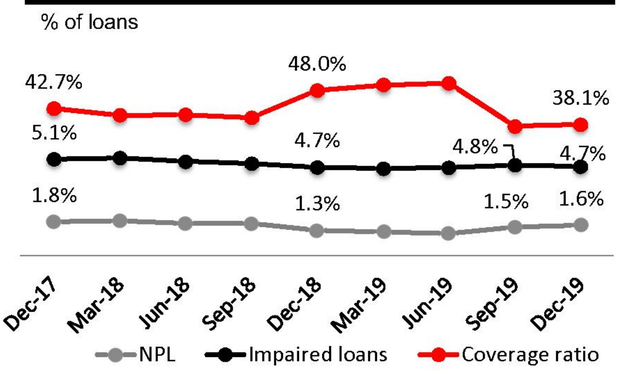

### Commercial loans




### Consumer loans




### Mortgage loans



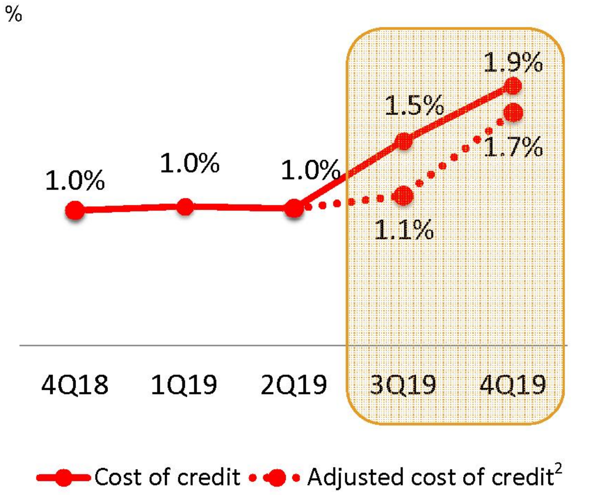



1. 90 days or more NPLs. 2.Impaired NPLs + restructured loans 3. Loan loss reserves over NPLs. Includes the additional provisions for Consumer recognized in 3Q18 for Ch$ 20,000 million; provisions for the new standardized model for commercial loans analyzed on a group basis for Ch$ 31,000 million in 3Q19; additional provisions for Consumer recognized in 4Q19 for Ch$16,000 million.

Results

# Higher provisions in order to bolster coverage

## Cost of credit[1]




## Provision for loan losses

| Ch$ bn | 12M19 | YoY | QoQ |
|---|---|---|---|
| Gross provisions & charge-offs | (503,161) | 21.7% | 23.4% |
| Loan loss recoveries | 82,714 | (6.5%) | (17.2%) |
| **Provision for loan losses** | (420,447) | 29.3% | 31.2% |
| Cost of credit (YTD)[1] | 1.34% | 22bp | |
| Adjusted cost of credit(YTD)[2] | 1.19% | +14bp | |

2020: Cost of Risk stable at 1.3%-1.4%

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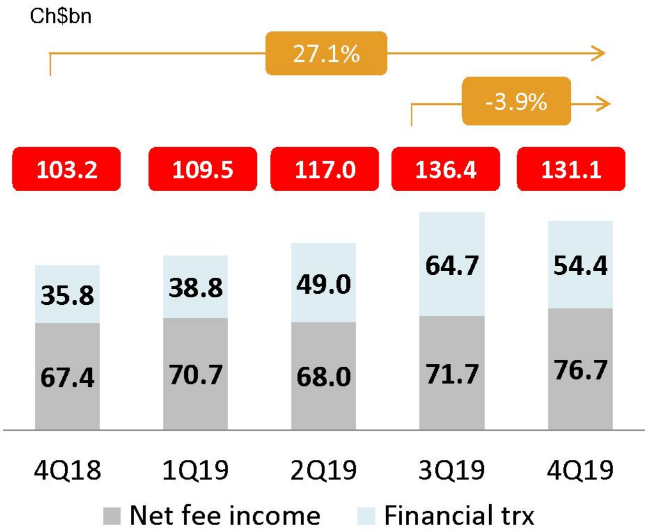
1. Provision expense annualized divided by average loans 2. Cost of credit adjusted for additional provisions of provisions due to change in local SME model for Ch$31 billion in 3Q19 and Ch$16 billion in additional provisions for consumer in 4Q19.

# Non-NII: Strong fee income in the quarter

## Non-interest income (fee + financial trxs)




Total Non-NII increases 24.8% in 2019

## Fee income

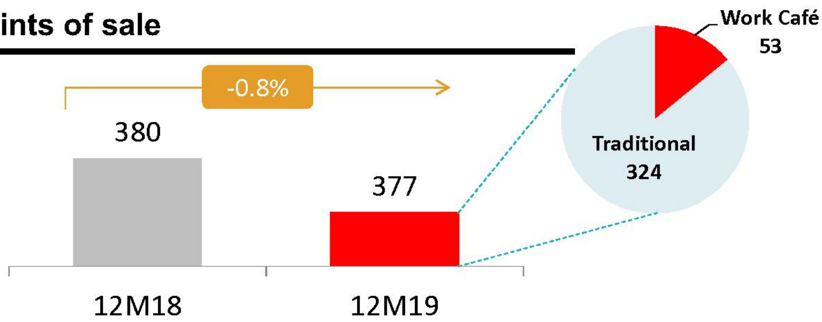
| Ch$ bn | 12M19 | YoY | QoQ |
|---|---|---|---|
| Retail | 230.6 | 4.6% | 4.4% |
| Middle Market | 38.7 | 5.4% | 14.4% |
| Corporate | 29.1 | (17.0%) | 27.8% |
| **Subtotal** | **298.4** | **2.1%** | **7.7%** |
| Others | (11.4) | --% | 40.7% |
| **Total Fees** | **287.1** | **(1.3%)** | **6.9%** |

## Financial transactions, net

| Ch$ bn | 12M19 | YoY | QoQ |
|---|---|---|---|
| Client | 139.1 | 44.1% | (7.1%) |
| Non Client | 67.9 | --% | (28.1%) |
| **Total Financial trx** | **207.0** | **97.0%** | **(15.9%)** |

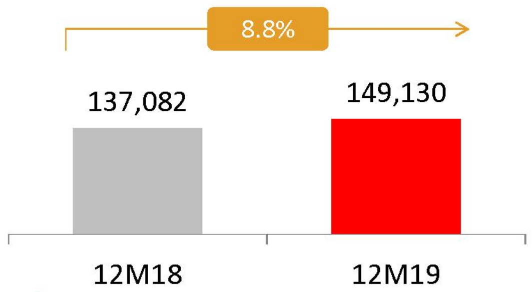
# Increasing productivity and improving the branch layout

## Points of sale

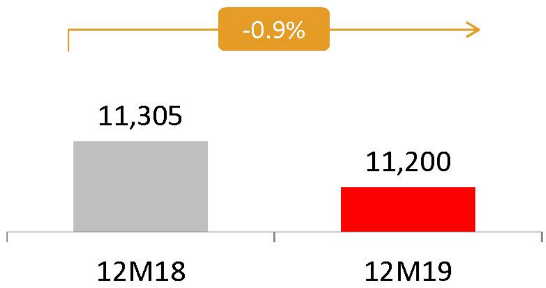




## Volume per branch[1]




## Employees





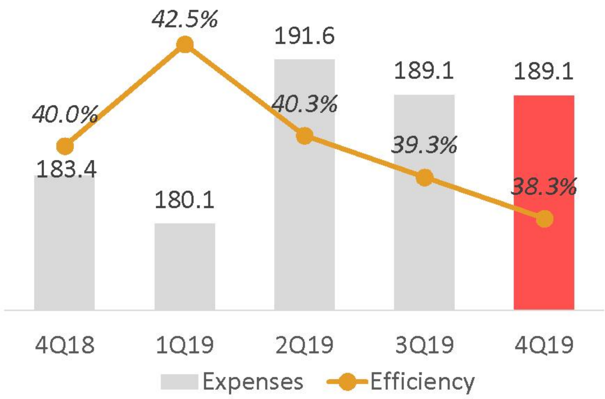

1. Volume per branch calculated as total loans divided by number of branches.

## Results

# Investing to improve productivity and efficiency

### Operating Expenses

Ch$bn




| Ch$ bn | 12M19 | YoY | QoQ |
|---|---|---|---|
| Personnel expenses | 410.2 | 3.2% | 0.8% |
| Administrative expenses | 233.6 | (4.7%) | (3.2%) |
| Depreciation | 106.1 | 33.8% | 3.3% |
| **Operating expenses** | **749.9** | **3.9%** | **(0.0%)** |
| **Efficiency ratio** | **40.0%** | **-1bp** | **-102bp** |
| **Cost/Assets** | **1.7%** | **-21.2bp** | **-18bp** |

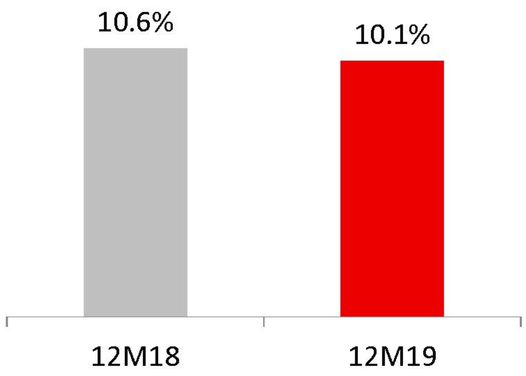
2020: Efficiency ratio ~40%



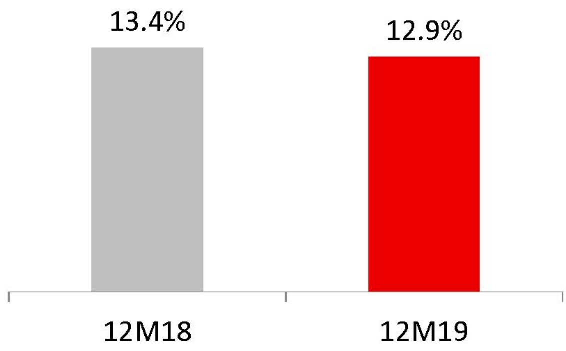
1. Operating expenses excluding Impairment and Other operating expenses 2. Efficiency ratio: Oper. Expense excluding impairment / Net interest income + fee income + financial transactions, and Other operating income, net

# Solid capital ratios

## Core capital




## BIS ratio




**RWA model for credit risk recently published**

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## Outlook

### Outlook for 2020

- 2020 economic growth lowered due to fall in investment rate. Export growth and greater fiscal spending to push growth
- We will continue with ambitious investment plan focusing on technology and new businesses
- Estimated loan growth of 5% in 2020 with higher growth in retail loans
- NIMs stable at 4.1% for 2020, depending on inflation and potential regulatory changes
- Greater client loyalty should drive non-interest income
- Cost of credit of 1.3%-1.4% in 2020 (1.3% all-in in 2019).
- Efficiency ratio ~40% led by improved productivity through digitalization
- Effective tax rate of ~21%

**ROAE* of ~17% in 2020 (16.7% in 2019)**