Banco Santander Chile: Solid results in 2Q14. Sound outlook for 2015

September 2014



Important information

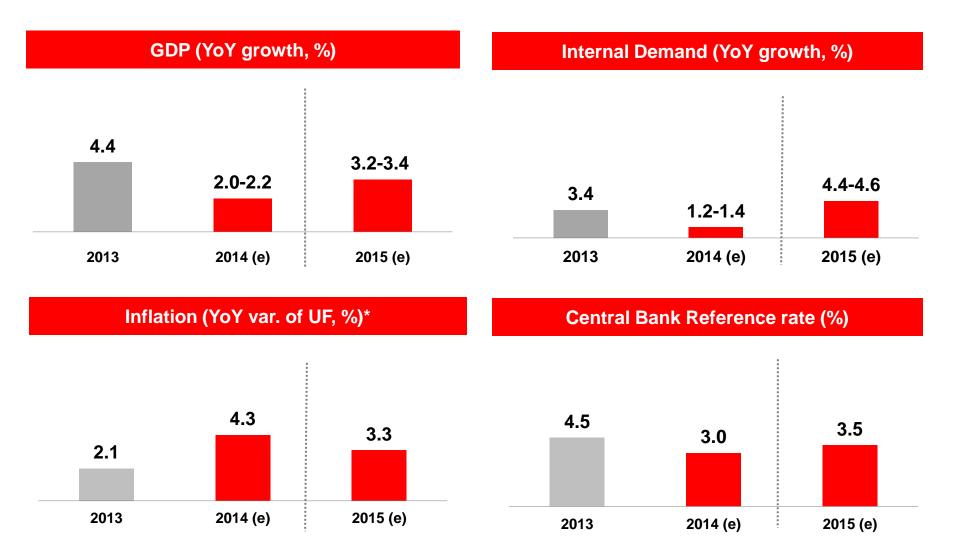
Banco Santander Chile caution that this presentation contains forward looking statements within the meaning of the US Private Securities Litigation Reform Act of 1995. These forward looking statements are found in various places throughout this presentation and include, without limitation, statements 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. 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. Historical figures have been restated in accordance with the new accounting standards adopted by Chilean banks in 2009. 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

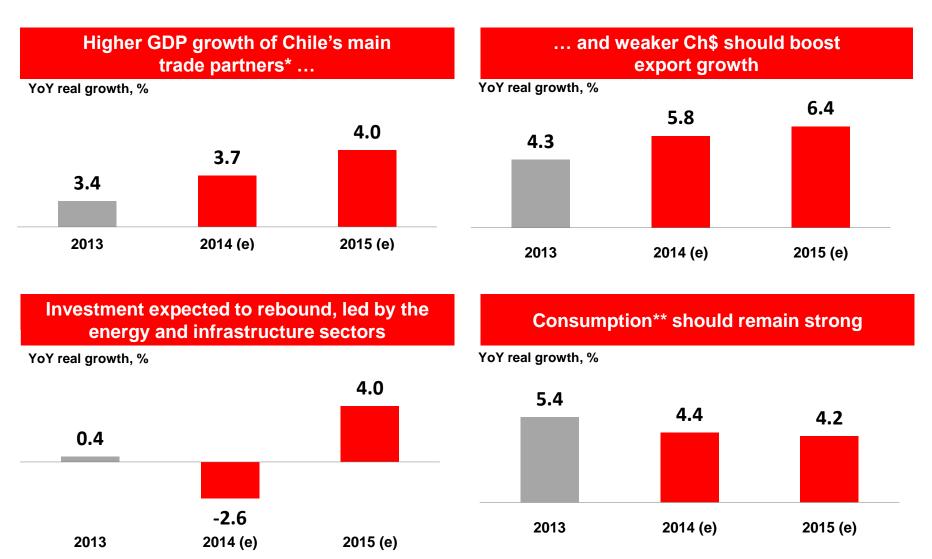
- Despite recent deceleration, economy expected to rebound in 2015. Financial system with stable growth trends
- Santander Chile has adjusted its medium-term strategy to sustain profitable growth in a more challenging environment...
- and is starting to benefit from stronger client activity and improved profitability trends
- ... leading to a positive medium-term outlook

Despite recent deceleration, economy expected to rebound in 2015...



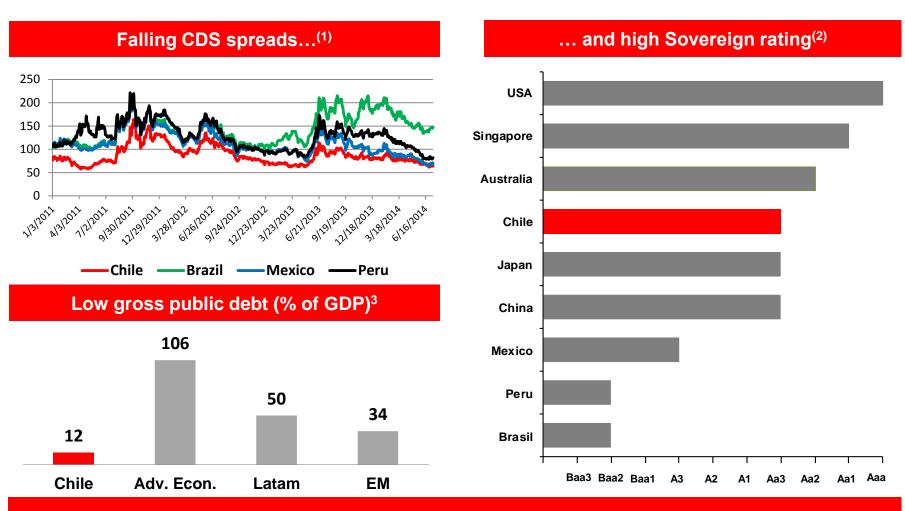
^{*} Inflation measured by the annual change in the Unidad de Fomento (UF). Source: Banco Central de Chile. (e): Estimates Santander Chile

.... led by export growth, investment and total consumption



Source: Banco Central de Chile. (e): Estimates Santander Chile. * Trade-weighted GDP growth. ** Includes private and government consumption

...in a relatively low-risk environment



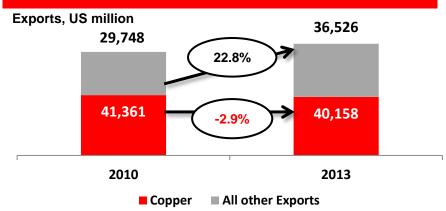
Including the sovereign wealth fund, Chile's net public debt is -7% of GDP



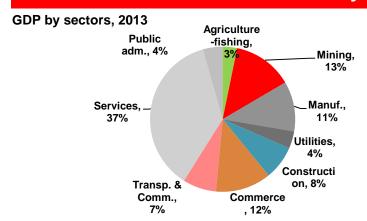
^{1.} Source Bloomberg. 2. Source: Moody's, latest ratings. 3. Source: IMF, figures for 2013

Chile's reliance on copper has diminished





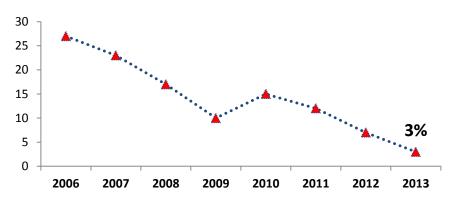
Chile has a diversified economy...



Source: Banco Central de Chile, Ministry of Finance, Moody's and IMF

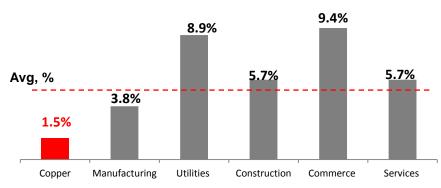
... decreasing weight of copper revenue

Copper revenues as % of total Govt. revenue



... and copper contribution to GDP is low

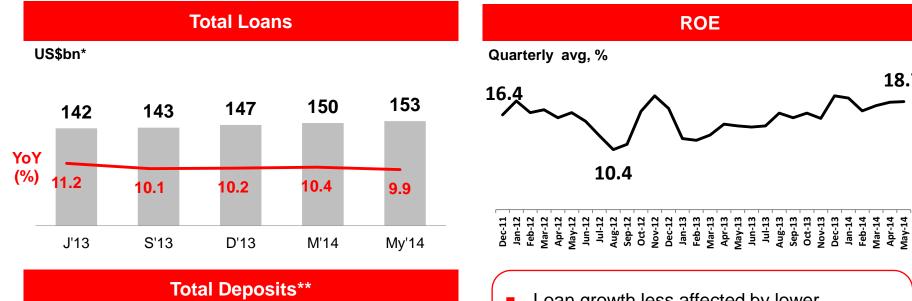
Avg. GDP growth by sector (2010-2013)

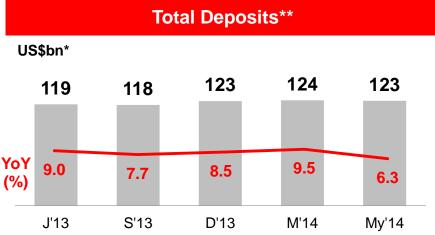


18.7

Financial system with stable growth trends

Figures for the Financial system





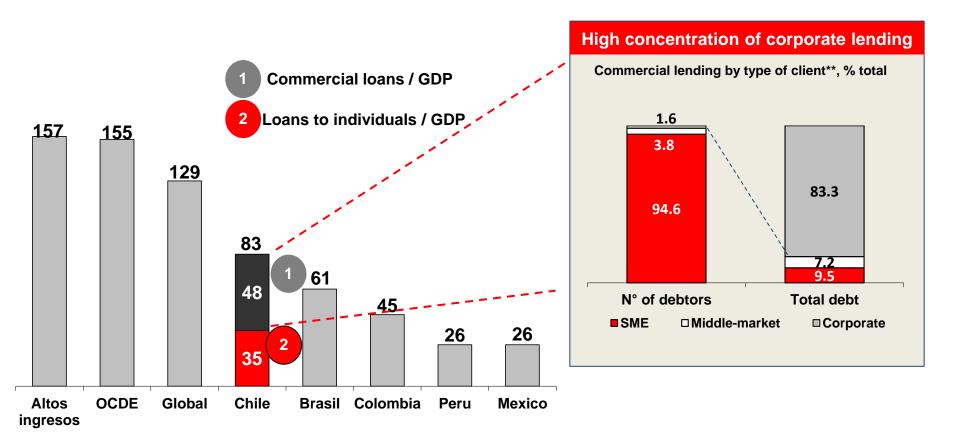
- Loan growth less affected by lower investment as slowdown concentrated in reconstruction / large mining projects with little bank financing
- Deposit growth remains healthy
- Financial system gross operating income up 54.4% YoY as of May 2014

^{*} Converted using constant exchange rate as of June 2014. Source: Superintendency of Banks, SBIF. Excludes Corpbanca Colombia

^{**} Demand and time deposits

The market has good growth potential in SMEs & Middle-market

Loans / GDP as of Dec. 2013*, %



Solid trends in entrepreneurship and creation of companies

^{*} Or latest available information. Source: World Bank, weighted by size of world economies. **Source Chile: Santander Chile based on information from Superintendence of Banks (SBIF), Central Bank and www.cajasdechile.cl

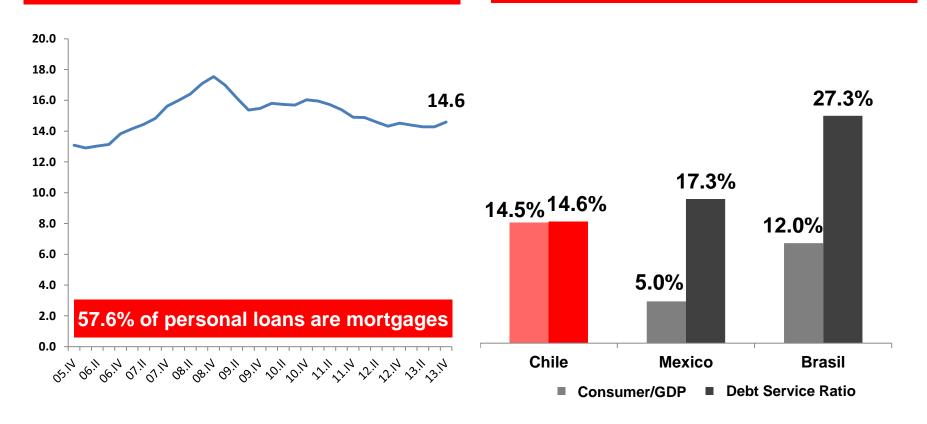


2

... and individuals, especially mid-high income segments

Chile: lower Debt service ratio (DSR¹)

Consumer loan penetration² and DSR



^{1.} Debt servicing ratio, DSR: Total debt payments including amortization and interest / Disposable income. 2. Consumer loans / GDP Source: For Chile: Central Bank of Chile. For Brazil and Mexico: JP Morgan, Scotiabank and Felaban



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Santander Chile is the nation's leading bank



US\$bn		Jun'14
Business and Results		
Loans		US\$39.6
Deposits		US\$ 27.1
Equity		US\$ 4.4
Net income		US\$ 545
Network and Customers	Jun'14	Mkt. share
Clients	3.5 mn	26.2 %²
Branches	479	18.9%
ATMs	1,753	24.6%
Market Share		
Loans		19.7%
Deposits		16.7%
Checking Accounts		23.3%

^{1.} As of April 14 or latest available figures using the period-end exchange rate. Excludes Corpbanca Colombia. 2. Market share of clients with checking accounts and credit cards. 3. Market share is over total monetary transactions using a credit card and includes department stores. Source: SBIF

3 objectives for healthy growth / higher profitability

I. Growth focused on segments with highest net contribution...

II. ...improving relationships with customers and quality of service

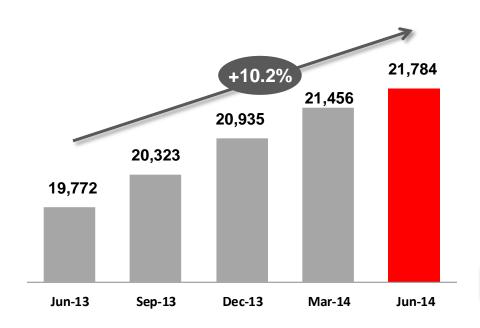
III. ... and managing risks conservatively

ransformation
Project

Optimizing the risk return relation

Positive loan growth in segments with higher risk-adjusted contribution...



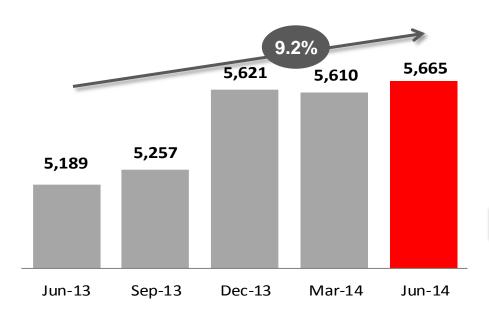


Ch\$bn	6M'14	YoY	QoQ	
Individuals	11,049	11.7%	2.0%	
Consumer	3,737	14.4%	1.1%	
Mortgage	6,096	13.8%	4.4%	
SMEs	3,294	7.4%	0.1%	
Middle-Market	4,784	7.6%	0.6%	
Corporate	2,315	16.2%	6.7%	
Total loans	21,784	10.2%	1.5%	

Transformation Project is boosting commercial activity

... with solid growth of demand deposits



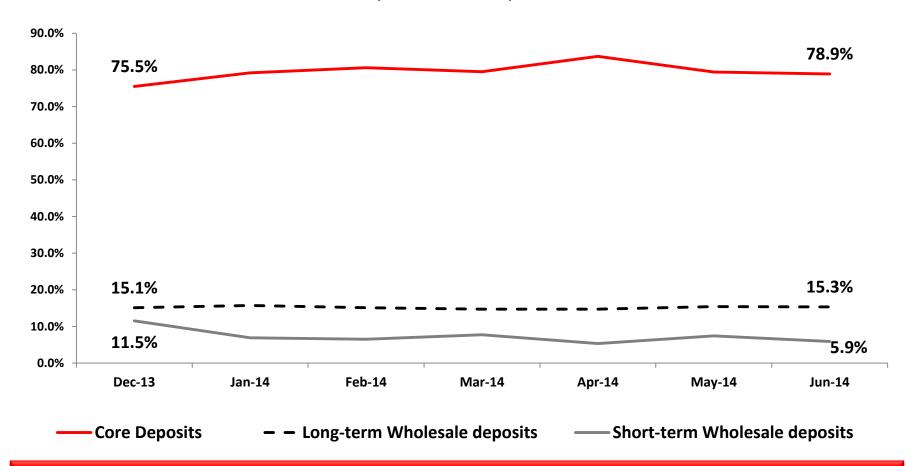


Ch\$bn	6M'14	YoY	QoQ
Demand	5,665	9.2%	1.0%
Time	9,311	-1.2%	-3.4%
Total deposits	14,975	2.5%	-1.8%

Ch\$bn

...and an improved funding mix*

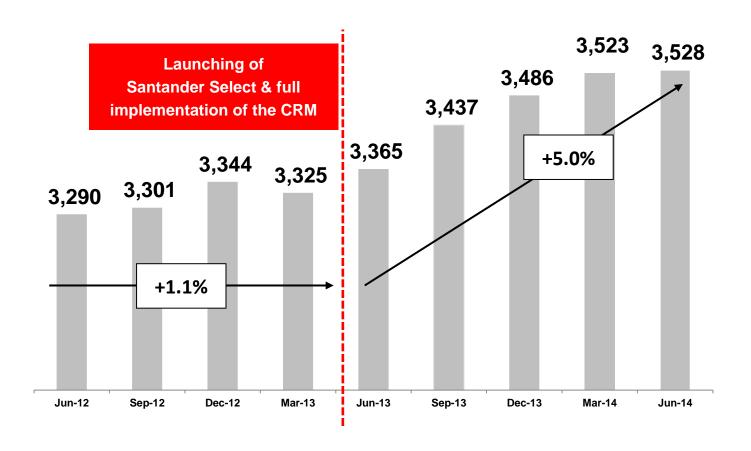
Composition of total deposits, %



The Bank is increasing core deposits and reducing ST wholesale deposits

^{*} Core deposits: checking accounts plus retail and middle-market time deposits. LT wholesale deposits: time deposits from institutional sources and corporate clients with an average maturity greater than 120 days. ST wholesale deposits: time deposits from institutional sources and the corporate segment with an average maturity of less than 120 days

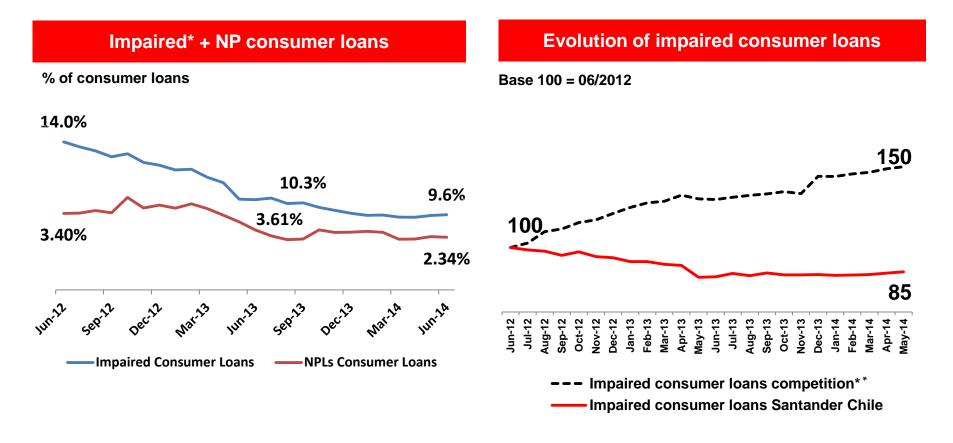
The CRM & improvements in quality of service are pushing client growth Total Clients (ths.)



Santander Select* clients increased 9.0% YoY

^{*} Middle-upper and upper income segment

Steady improvement in consumer asset quality indicators



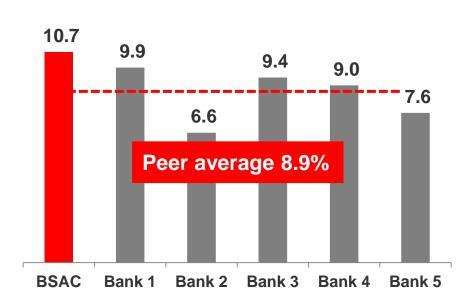
Risk reduction in consumer loans also reflects: (i) the portfolio mix change, (ii) improvements in risk models, (iii) origination focusing on pre-approved loans, and (iv) improvements in collection efforts

^{*} Impaired consumer loans include NPLs and renegotiated loans. ** Competition is all banks excluding Santander Chile. Source: SBIF

Optimizing the risk-return relation

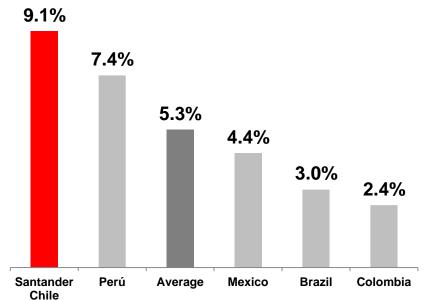
High capital base*

Core Capital ratios, %



Positive ROE vs Cost of Equity relationship

ROE minus Cost of Equity, %



One of the highest credit risk ratings in the banking world

* As of May 2014 for competitors and as of June 2014 for Santander Chile. Source: SBIF

Leader in value creation for shareholders

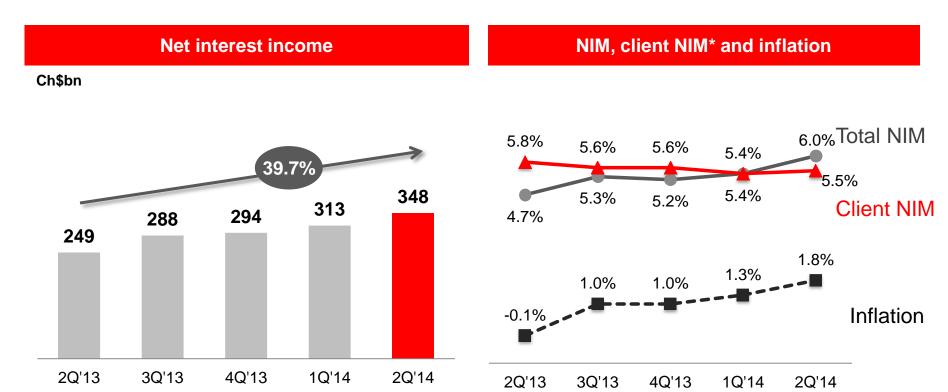
* Source: UBS, 2014, except Santander Chile where ROE used is 20%



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NII trending up due to loan growth and higher inflation...



Client NII up 5.8% YoY and 3.8% QoQ (15.2% annualized) in 2Q14

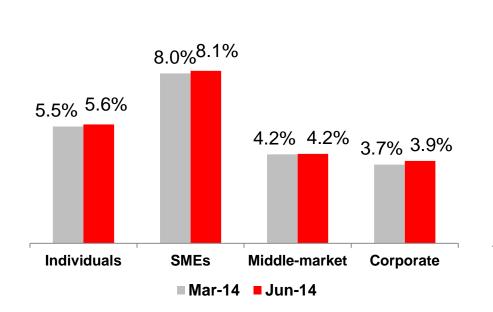
^{*} Client NIM: Client net interest income /average loans. Excludes the impact on margins of Financial Management and the UF gap

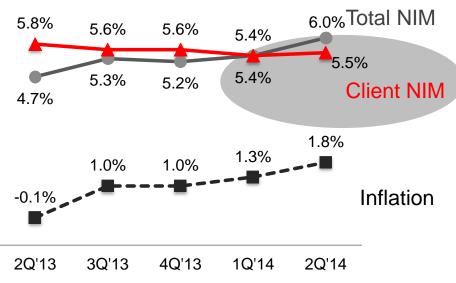


... and expanding Client NIMs

Client NIMs by segment

NIM, client NIM and inflation





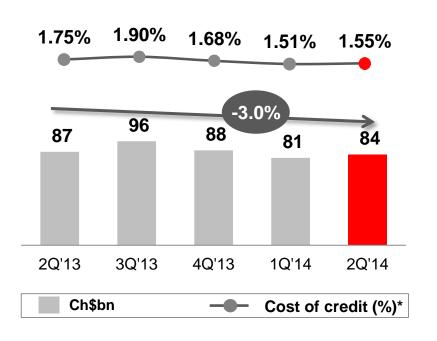
Proactively increasing spreads and improving the funding mix

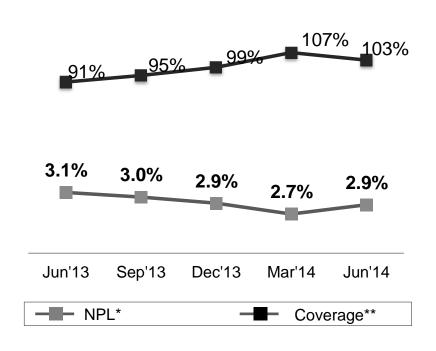
Sustained improvement of most asset quality metrics

Provision expense & cost of credit

NPL and coverage ratio

% of loans



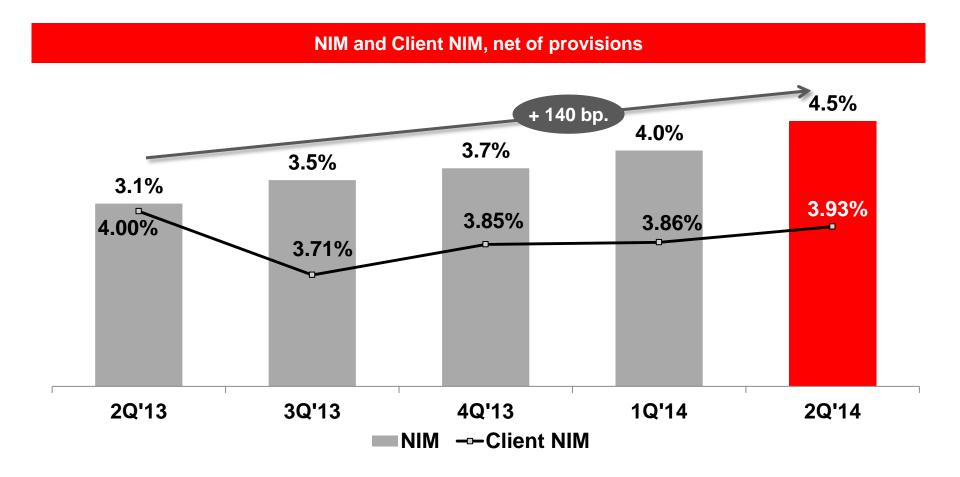


Change in loan mix has improved asset quality

^{*} Annualized quarterly provision expense / total loans

^{* 90} days or more NPLs. ** Loan loss reserves over NPLs

NIM & Client NIM, net of provisions, are steadily rising

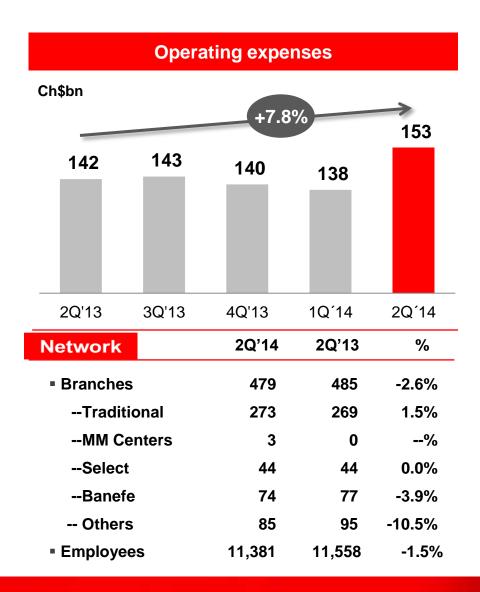


The Bank's focus is to maximize spreads net of provisions, gaining market share in segments with higher risk-adjusted contribution

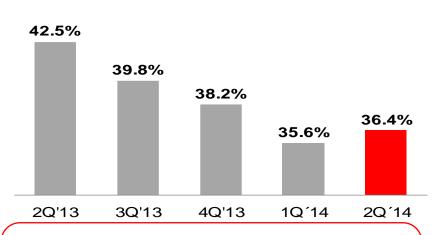
^{*} Client NIM: Client net interest income /average loans. Excludes the impact on margins of Financial Management and the UF gap



Transformation Project enhancing productivity: efficiency reaches 36.4% in 2Q14

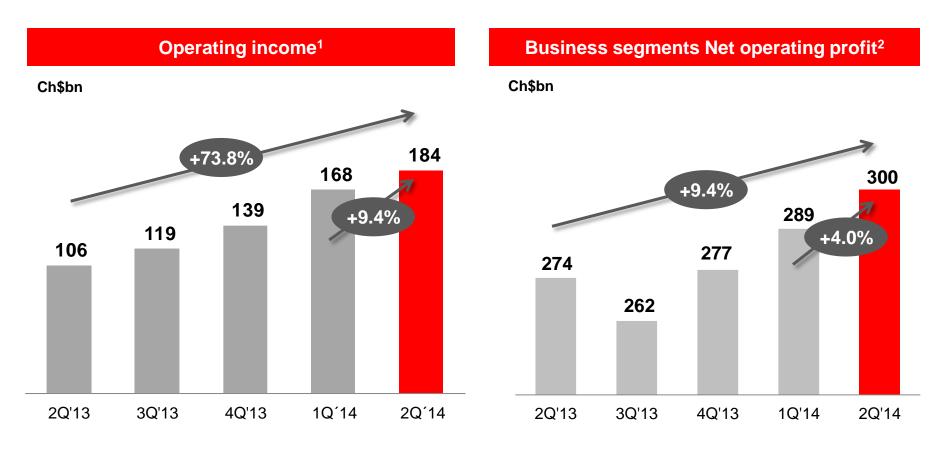


Efficiency ratio



- QoQ increase in costs is mainly due to a seasonally low 1Q14 and a salary adjustment done in April due to higher inflation
- Productivity continues to rise with stable headcount and branch network and increasing usage of complementary channels

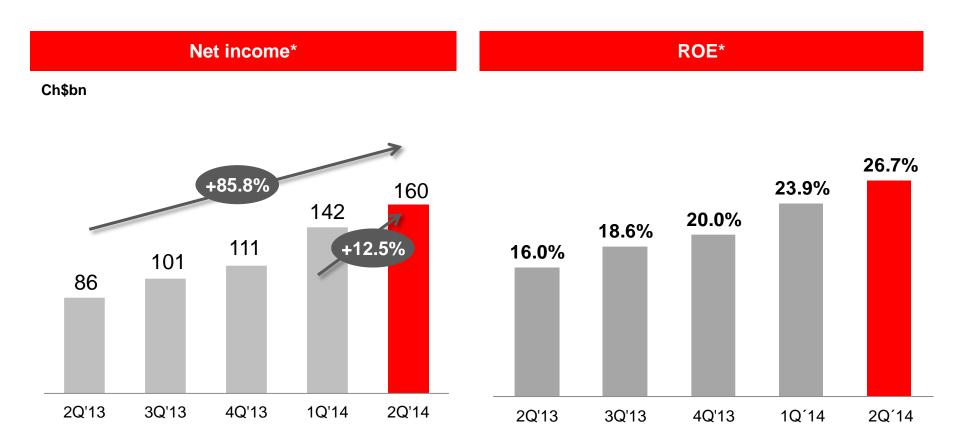
Solid operating trends in 2Q14



^{1.} Operating income: Net interest income + fee income + Financial transactions, net + Other operating income, net - provision expense - operating expense.

^{2.} Net operating profit: Net interest income + fee income + Financial transactions, net - provision expense. Excludes the results from the Financial Management and the Corporate Center

Net income up 12.5% QoQ and 85.8% YoY. ROE reaches 26.7%



At current trends, normalized ROE with a 3% annual inflation: 19-20%**



^{*} Excludes gain from the sale of Santander Asset Management in 4Q13. ** 8 quarters moving average

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Summary

- Chile: despite slight deceleration, economy expected to rebound in 2015
- Financial system with stable growth trends
- Santander Chile: 2Q14 Net income up 12.5% QoQ and 85.8% YoY. ROE at 26.7%
 - Transformation Project is boosting commercial activity:
 - Loan growth up 10.2% YoY, especially in segments with higher risk-adjusted contribution
 - Improving funding mix: 9.2% YoY growth of demand deposits
 - High Core Capital ratio: 10.7%
 - NIM, net of provisions, rises to 4.5% (+140 bp YoY) due to higher inflation. Client NIMs rising as spreads increase and the funding mix improves
 - Cost of credit stable
 - Fees still affected by regulatory changes. Client base continues to grow steadily
 - Transformation Project also enhancing productivity: efficiency ratio at 36.4%



Sound outlook for 2015

Annexes

- Balance Sheet
- Income Statement
- Quarterly Income Statement

Balance Sheet: Assets

Unaudited Balance Sheet	Jun-14	Jun-14	Dec-13	June 14 / Dec. 13	
Assets	US\$ths	Ch\$ million		% Chg.	
Cash and balances from Central Bank	1,943,554	1,074,727	1,571,810	(31.6%)	
Funds to be cleared	1,219,015	674,079	604,077	11.6%	
Financial assets held for trading	1,161,157	642,085	287,567	123.3%	
Investment collateral under agreements to repurchase	-	-	17,469	%	
Derivatives	3,427,951	1,895,554	1,494,018	26.9%	
Interbank loans	176,798	97,764	125,395	(22.0%)	
Loans, net of loan loss allowances	38,232,908	21,141,651	20,327,021	4.0%	
Available-for-sale financial assets	2,400,134	1,327,202	1,700,993	(22.0%)	
Held-to-maturity investments	-	-	-	%	
Investments in other companies	30,076	16,631	9,681	71.8%	
Intangible assets	107,525	59,458	66,703	(10.9%)	
Fixed assets	324,821	179,616	180,215	(0.3%)	
Current tax assets	41,490	22,943	1,643	1296.4%	
Deferred tax assets	353,990	195,746	230,215	(15.0%)	
Other assets	566,861	313,457	400,025	(21.6%)	
Total Assets	49,986,280	27,640,913	27,016,832	2.3%	

Balance Sheet: Liabilities

	Jun-14	Jun-14	Dec-13	June 14 / Dec. 13
Liabilities and Equity	US\$ths	Ch\$ million		% Chg.
Demand deposits	10,243,883	5,664,560	5,620,763	0.8%
Funds to be cleared	739,959	409,175	276,379	48.0%
Investments sold under agreements to repurchase	246,952	136,557	208,972	(34.7%)
Time deposits and savings accounts	16,837,552	9,310,661	9,675,272	(3.8%)
Derivatives	3,195,741	1,767,149	1,300,109	35.9%
Deposits from credit institutions	3,119,912	1,725,218	1,682,377	2.5%
Marketable debt securities	9,930,192	5,491,098	5,198,658	5.6%
Other obligations	343,476	189,932	189,781	0.1%
Current tax liabilities	0	0	50,242	(100.0%)
Deferred tax liability	36,248	20,044	25,088	(20.1%)
Provisions	352,301	194,812	236,232	(17.5%)
Other liabilities	517,751	286,301	198,777	44.0%
Total Liabilities	45,563,967	25,195,507	24,662,650	2.2%
Equity				
Capital	1,611,847	891,303	891,303	0.0%
Reserves	2,364,976	1,307,761	1,130,991	15.6%
Unrealized gain (loss) Available-for-sale financial assets	12,270	6,785	(5,964)	(213.8%)
Retained Earnings:	381,614	211,021	309,348	(31.8%)
Retained earnings previous periods	-	-	-	%
Net income	545,163	301,459	441,926	(31.8%)
Provision for mandatory dividend	(163,550)	(90,438)	(132,578)	(31.8%)
Total Shareholders' Equity	4,370,707	2,416,870	2,325,678	3.9%
Minority Interest	51,605	28,536	28,504	0.1%
Total Equity	4,422,312	2,445,406	2,354,182	3.9%
Total Liabilities and Equity	49,986,280	27,640,913	27,016,832	2.3%

Income Statement

D Income Statement Unaudited Jun-14 Jun-14		Jun-14	Jun-13	June 14 / Dec. 13	
	US\$ths.	Ch\$ million		% Chg.	
Interest income	2,047,303	1,132,097	839,468	34.9%	
Interest expense	(850,977)	(470,565)	(344,320)	36.7%	
Net interest income	1,196,325	661,532	495,148	33.6%	
Fee and commission income	324,497	179,437	173,536	3.4%	
Fee and commission expense	(122,716)	(67,858)	(54,771)	23.9%	
Net fee and commission income	201,781	111,579	118,765	(6.1%)	
Net income from financial operations	(133,897)	(74,041)	(1,834)	3937.1%	
Foreign exchange profit (loss), net	247,889	137,075	57,349	139.0%	
Total financial transactions, net	113,992	63,034	55,515	13.5%	
Other operating income	16,267	8,995	11,757	(23.5%)	
Total operating income	1,528,365	845,140	681,185	24.1%	
Provision for loan losses	(298,877)	(165,270)	(179,513)	(7.9%)	
Net operating profit	1,229,488	679,870	501,672	35.5%	
Personnel salaries and expenses	(292,088)	(161,516)	(151,327)	6.7%	
Administrative expenses	(182,485)	(100,909)	(92,622)	8.9%	
Depreciation and amortization	(51,694)	(28,585)	(30,914)	(7.5%)	
Impairment	(52)	(29)	(173)	(83.2%)	
Operating expenses	(526,320)	(291,039)	(275,036)	5.8%	
Other operating expenses	(66,814)	(36,946)	(25,673)	43.9%	
Total operating expenses	(593,133)	(327,985)	(300,709)	9.1%	
Operating income	636,355	351,885	200,963	75.1%	
Income from investments in other companies	1,517	839	1,149	(27.0%)	
Income before taxes	637,872	352,724	202,112	74.5%	
Income tax expense	(92,647)	(51,231)	(34,530)	48.4%	
Net income from ordinary activities	545,225	301,493	167,582	79.9%	
Net income discontinued operations	-	-	-	%	
Net income attributable to:					
Minority interest	61	34	811	(95.8%)	
Net income attributable to shareholders	545,163	301,459	166,771	80.8%	

Income Statement

Unaudited Quarterly Income Statement	2Q14	2Q14	1Q14	2Q13	2Q14/2Q13	2Q14 / 1Q14
	US\$ths.		Ch\$mn		<u> </u>	Chg.
Interest income	1,069,118	591,190	540,907	413,671	42.9%	9.3%
Interest expense	(439,718)	(243,151)	(227,414)	(165,004)	47.4%	6.9%
Net interest income	629,399	348,039	313,493	248,667	40.0%	11.0%
Fee and commission income	160,508	88,756	90,681	85,996	3.2%	(2.1%)
Fee and commission expense	(59,571)	(32,941)	(34,917)	(27,852)	18.3%	(5.7%)
Net fee and commission income	100,937	55,815	55,764	58,144	(4.0%)	0.1%
Net income from financial operations	(187,321)	(103,583)	29,542	15,039	-%	-%
Foreign exchange profit (loss), net	241,686	133,645	3,430	18,214	633.7%	3796.4%
Total financial transactions, net	5 4,365	30,062	32,972	33,253	(9.6%)	(8.8%)
Other operating income	6,302	3,485	5,510	7,188	(51.5%)	(36.8%)
Total operating income	791,003	437,401	407,739	347,252	26.0%	7.3%
Provision for loan losses	(151,972)	(84,036)	(81,234)	(86,655)	(3.0%)	3.4%
Net operating profit	639,031	353,365	326,505	260,597	35.6%	8.2%
Personnel salaries and expenses	(157,059)	(86,849)	(74,667)	(79,794)	8.8%	16.3%
Administrative expenses	(93,101)	(51,482)	(49,427)	(46,762)	10.1%	4.2%
Depreciation and amortization	(27,340)	(15,118)	(13,467)	(15,261)	(0.9%)	12.3%
Impairment	(29)	(16)	(13)	(146)	(89.0%)	23.1%
Operating expenses	(277,529)	(153,465)	(137,574)	(141,963)	8.1%	11.6%
Other operating expenses	(29,056)	(16,067)	(20,879)	(12,871)	24.8%	(23.0%)
Total operating expenses	(306,584)	(169,532)	(158,453)	(154,834)	9.5%	7.0%
Operating income	332,447	183,833	168,052	105,763	73.8%	9.4%
Income from investments in other companies Income before taxes	998 333,445	552 184,385	287 168,339	667 106,430	(17.2%) 73.2%	92.3% 9.5%
Income tax expense	(45,353)	(25,079)	(26,152)	(20,293)	23.6%	(4.1%)
Net income from ordinary activities	288,092	159,306	142,187	86,137	84.9%	12.0%
Net income discontinued operations	-	-	-	-		
Net income attributable to:						
Minority interest	(561)	(310)	344	245	-226.5%	-190.1%
Net income attributable to shareholders	288,652	159,616	141,843	85,892	85.8%	12.5%

