

# 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, macroeconomic, 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 2021 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.

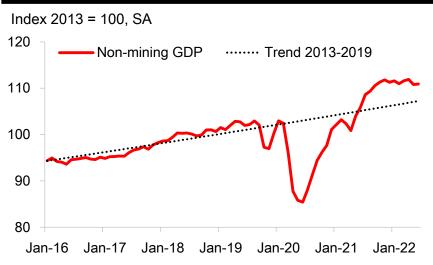


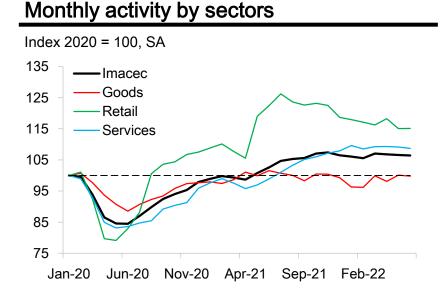


#### Macroeconomic environment

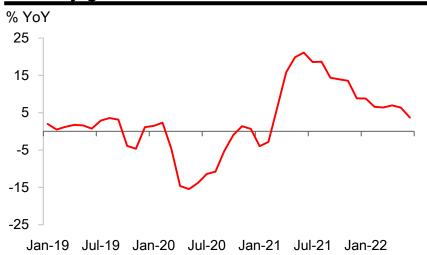
## Slowdown in activity

#### Monthly activity and trend





#### Monthly growth



#### **Employment**

#### Thousands of workers

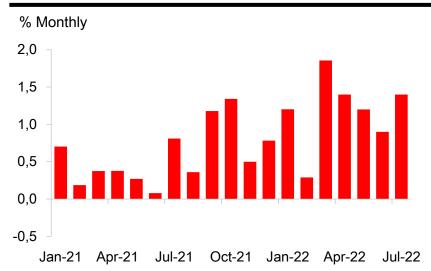


Source: Central Bank of Chile, and Santander

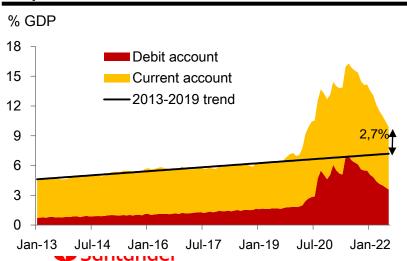
#### Macroeconomic environment

# Higher inflation

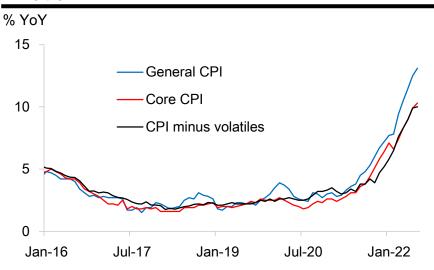
#### **Inflation**



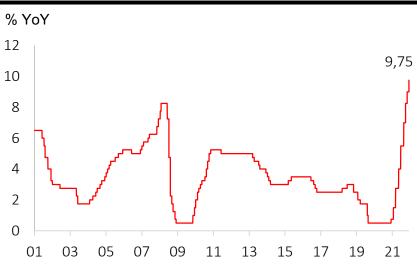
#### Liquid assets



#### Inflation



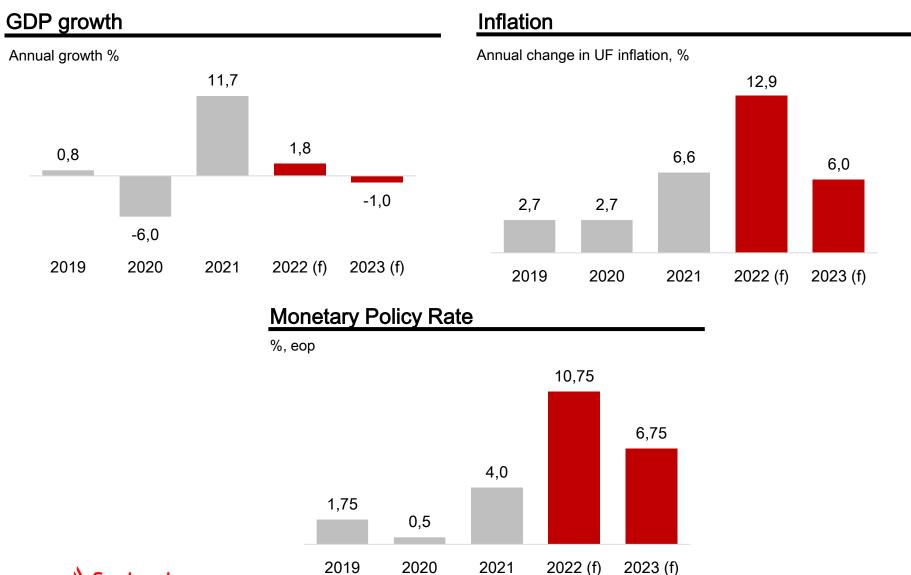
#### **Monetary Policy Rate**



Source: Central Bank of Chile, National Bureau of Statistics, and Santander

#### Macroeconomic environment

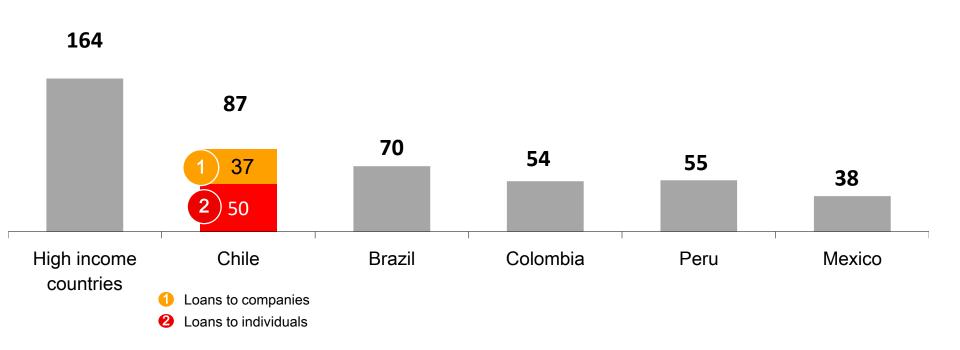
## GDP will moderate to 1.8% in 2022 with higher inflation and interest rates





# Where is there potential growth in the Chilean financial system?

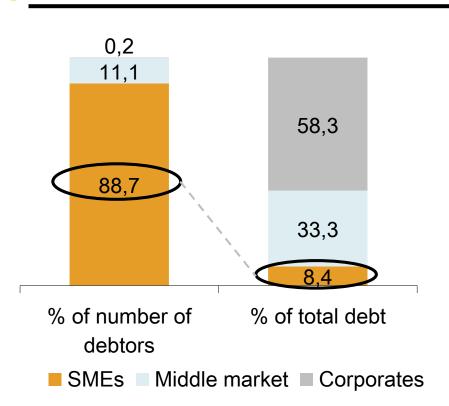
## Loans to GDP (%)<sup>1</sup>





# Commercial loans: High growth potential among SMEs and Middle-market of corporates

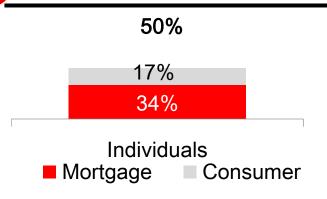
Loans to companies by size of client<sup>1</sup>



- The high commercial loan penetration is mainly due to the large corporates.
- 89% of companies are SMEs which in total have less than 9% of the total commercial debt.
- High demand for transactional and payment services among SMEs

# High growth potential for personal loans. Low household debt and financial burden

# Loans to individuals over GDP¹

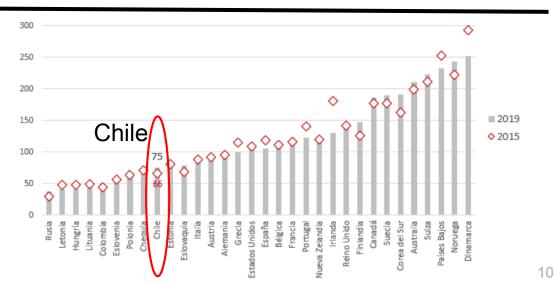


- Mortgages are 67% of individual debt.
- Consumer loan penetration is relatively low.

#### Financial burden<sup>2</sup>

# 19,7% 16,9% 15,3% 2017 2020 2021

## Household debt as a percentage of disposable income<sup>3</sup>

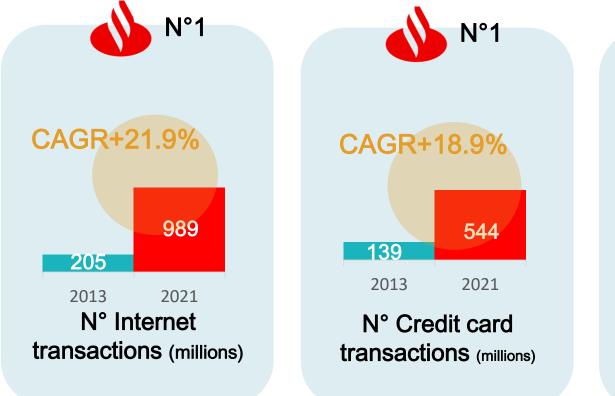




1. Central Bank of Chile. As of 2021. Source: CMF from FMI and World Bank. 2. CMF. Dec 2021 Financial burden: Monthly debt payments/ monthly income. 3. Information as of 2019. OECD (2021).

# Strong growth in digital payment methods

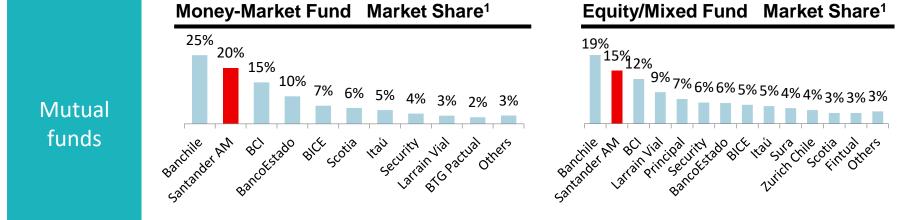
## Growing payment methods in Chile



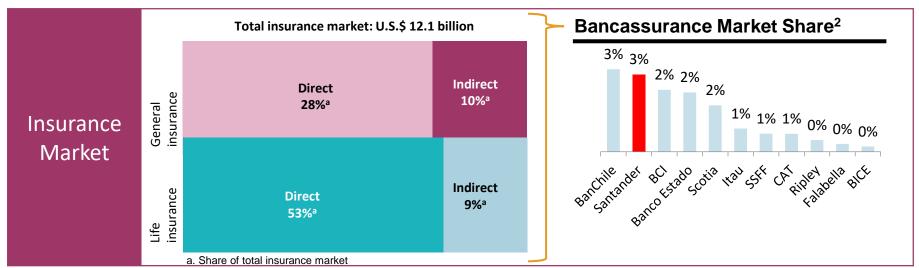


Source: CMF Chile and INE. Market position as of April 2022 and May 2022 for credit card transactions and excludes Banco Estado. Internet market position is based on people who have accessed the bank website with their user details.

# High growth potential in asset management and insurance brokerage



Note: 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.





# Framework Law on Climate Change: Goals to 2050 are a window of opportunities for ESG financing

2025 2030 2050 Withdrawal/ 80% of renewable Total withdrawal/ reconvert 65% of energy reconversion of carbon carbon thermoelectric thermoelectric 30%-50% threatened 10,000-15,000 ha species with Recovery 10% reduction of 20% Green H2 in fuel protected urban Plan energetic intensity matrix wetlands 75,000-100,000 ha Obligatory eco-50% increase in glacial labelling (for protected urban 100% of valleys with stations network recycling) wetlands strategic management Reuse and 100% of big mining 100% of urban recycle 30% of in industry and mining transport zero emission population with access pavement waste to landfills 100% traceability of 15%-30% of the Recondition of construction and threatened species will 100% buses & taxis 36,000 houses demolition waste



per year



100% of new residential buildings must have electric car chargers



100% of marine areas protected



Roadmap for blue carbon

have a recovery plan



100% of urban population will have access to sanitary services



50% of regions must have policies for social integration



Inclusive master plans for cycle paths for all cities over 50,000 hbts



with zero emission



100% of vehicles zero emission (2035)



40% reduction and prevention of waste into the sea and beaches

100% renewable energy

70% emission reduction





71% reconversion of cargo vehicles to low/zero emission



50% emission reduction of ocean transportation

13

Source: Estrategia climática de largo plazo de Chile. Ministerio Medio Ambiente



Maintain a high level of consumer satisfaction, increase the productivity of all channels, and be more efficient and profitable.

Reactive loan growth in mass segment, rewarding positive financial behavior



Encourage bankerization of SMES and support micro entrepreneurs



More efficient and digital branches



Become more sustainable through eco-friendly initiatives (i.e. Carbon footprint compensation)



# RUN THE BANK

Transform the Bank into a platform allowing clients to use the bank as a channel or as a software provider to develop business.



**super**digital

Give access to digital economy



Increase SME access to banks and to the digital economy



First insurtech in Chile, platform to compare and purchase insurance

**Autocompara** 

Comparison platform for auto insurance





# Santander Life: rapid growth and monetization Surpassing 1 million clients!

Digital product for unbanked population that seeks to be part of a Bank, receiving merits for positive financial behavior (through credit and savings)

**US\$950** million

In demand deposits

**US\$316** million

In consumer credit<sup>1</sup>

+68%

**Gross operational** income Jun.22/Jun.21

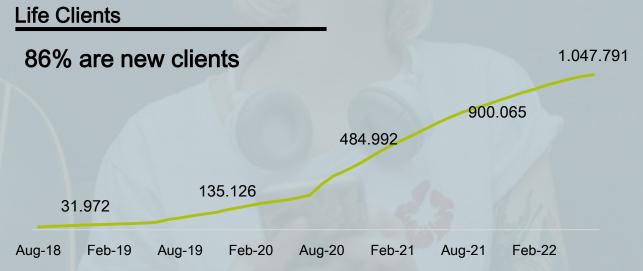
+30% Active clients

Loyal clients

+46%



203% Time deposit growth<sup>2</sup>



# Superdigital: rapid growth among previously unbanked population

# Superdigital

Income distribution

Prepaid digital product for the unbanked population seeking a low-cost bank account

# Underserved population

4.5 million people with income < Ch\$400 thousand (U.S.\$ 7 thousand a year)

Traditional credit market
3.2 million people





111/21 266/31 MON 32 184.35 MON 32 111/35

340,746 Total SD clients

#### ALLIANCES



Cornershop

Uber



UN Women,
Mastercard &
Microsoft to give
digital tools for
women
entrepeneurs

# Getnet's success continues

Acquiring network that uses the four-part model to operate, offering a payments solution to businesses



- Ecommerce launched in 1H22
- Market share of 14% of POS as market expands
- Breaking even in 2Q22.

#### **Total POS**

11.456

111.480

68.168

Jan-21 May-21 Jul-21 Sep-21 Sep-21 Jan-22 May-22

Accepts all cards, with following brands:











~111k

POS sold

94%

Of clients are SMEs

# Ch\$318 billion

Monthly sales through Getnet

99%

POS sold through the Bank's network

Ch\$9 billion

Fees during 6M22

# **Supporting Micro entrepreneurs**



Ch\$2,500 (monthly) + Ch\$ 19,990 one-off for mPOS

For individuals that want a current account for their business

#### Includes:

- Debit card
- Digital platform
- Full use of domestic ATMs free-of-charge
- Unlimited free transfers
- No requirement of prior relationship with Santander or minimum sales
- No limit to balances of monthly deposits.



#### **mPOS**

- Same-day sales deposit
- Collect payments from mobile phone
- Accepts all cards and payments in installments



First six months free and Ch\$10,000 (monthly)

For companies that want a current account for their business



Government program which enables anyone to open a company in one day online.

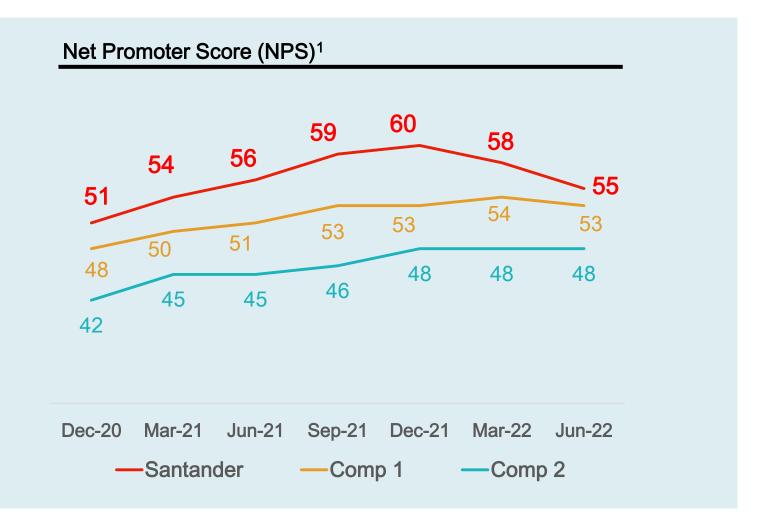
These companies seek to open a no-fuss, 100% digital account that does not need any sales history.

#### Includes:

- Current account with unlimited transfers and balance
- Use of Office Banking APP
- No requirement of prior relationship with Santander or minimum sales

Opened 100% online
Both launched during 1Q2022

# Leading our competitors in NPS improvements



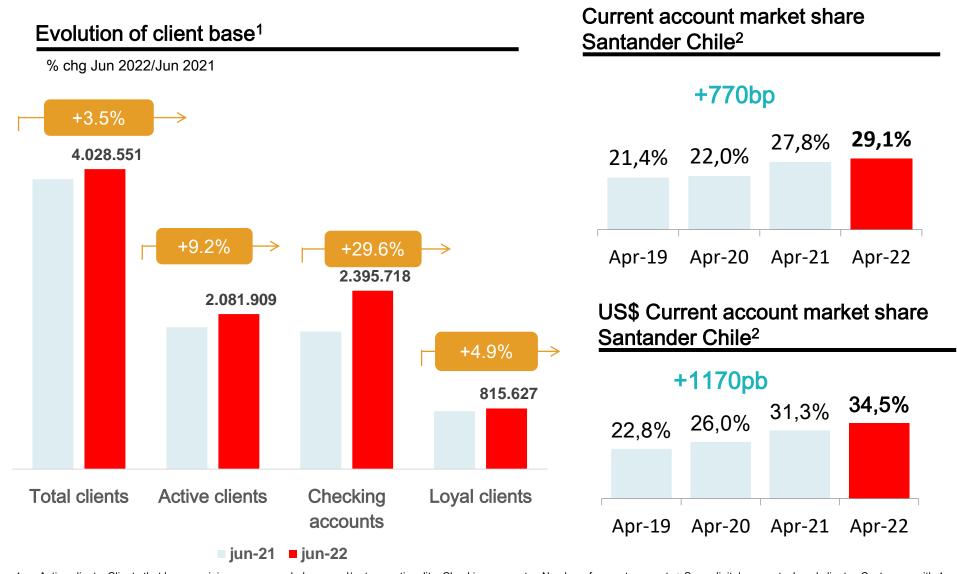
66
points
Contact
center

69
points
Web page

69 points App



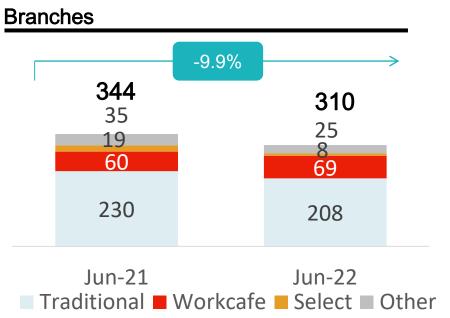
# Strong momentum in current account openings continues



<sup>1.</sup> Active clients: Clients that have a minimum average balance and/or transactionality. Checking accounts: Number of current account + Superdigital accounts. Loyal clients: 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.

<sup>2.</sup> Source: CMF as of last available information as of April 2022.

# Digital initiatives & Workcafé drives rise in productivity indicators

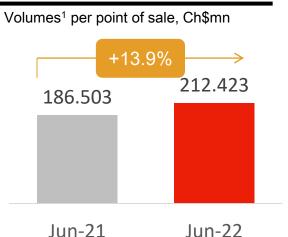




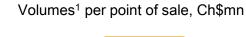


- Market place with over 6000 shops
- Job search facilities
- Work Café school
- Business tools- website design
- Informative talks
- No tellers
- Cash-less
- 3 x 1 ratio Front vs back personnel

#### Productivity per point of sale



#### Productivity per employee





1. Volumes= loans + deposits



# Progress with our 10 commitments of responsable banking

#### Our commitments

- 1. Best Company to work for in Chile
- 2. Women in managerial positions
- 3. Eliminate gender pay gap
- 4. People financially empowered
- 5. Sustainable financing
- 6. Energy from renewable sources
- 7. Carbon neutral
- 8. Eliminate single-use plastics
- 9. Scholarships, internships, entrepeneurship programs
- 10. Support people through our community contribution programs

2,052,547 since 2019 Target of 4 million by 2025

Our first solar plant will initiate operations in September, generating some 300kw.

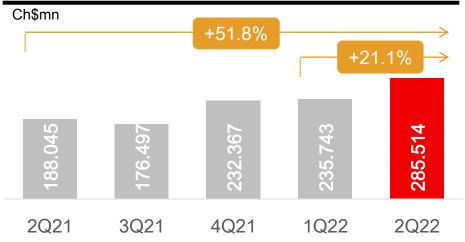
3 more plants scheduled to start operations in 2022



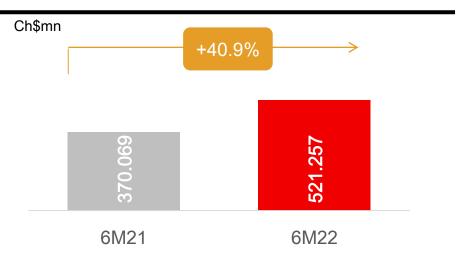


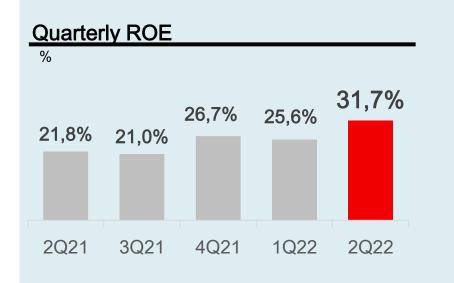
# Strong results in 2Q22 and 6M22

#### Quarterly net income attributable to shareholders

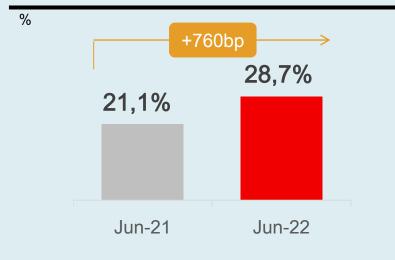


#### YTD Net income attributable to shareholders







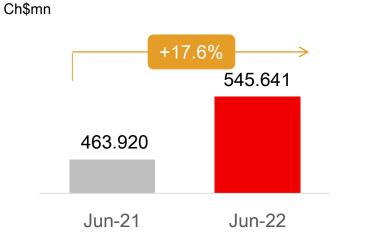


#### Solid client results in 6M22

#### YTD Net contribution by segment

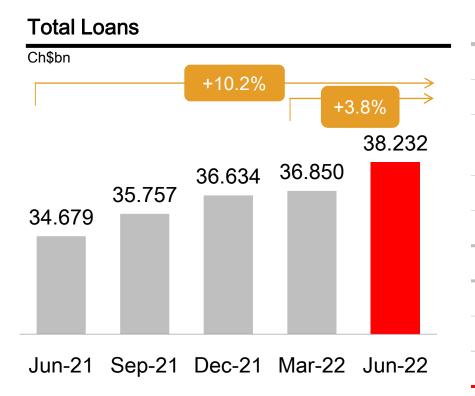
# Ch\$mn ■ 6M21 ■ 6M22 +9.7% 254.713 279.459 128.249 153.907 Retail Middle-Market SCIB

#### YTD Net contribution from segments





# Loan growth led by corporates and consumer

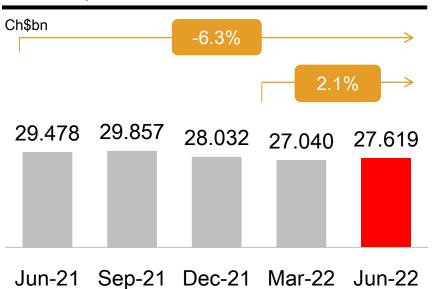


Ch\$ bn	6M22	YoY	QoQ
Individuals <sup>1</sup>	22,249	11.8%	3.3%
Consumer	5,101	6.9%	1.5%
Auto Ioans <sup>2</sup>	836	51.0%	5.2%
Mortgages	14,723	13.5%	4.0%
SMEs	4,080	(17.2%)	(2.9%)
Retail	26,329	6.0%	2.3%
Middle Market	9,077	10.2%	4.7%
Corporate (SCIB)	2,714	77.0%	12.8%
Total <sup>3</sup>	38,232	10.2%	3.8%



# As MPR increases clients begin to shift to time deposits

#### **Total Deposits**

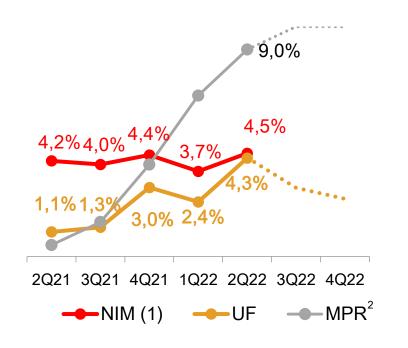


Ch\$ bn	6M22	YoY	QoQ
Demand deposits	15,726	(11.3%)	(6.8%)
Time deposits	11,893	1.2%	17.1%
Total Deposits	27,619	(6.3%)	2.1%
Mutual funds¹	8,013	(3.5%)	3.1%
LCR <sup>2</sup>	153.3%		



# NIM of 4.5% in the quarter despite increase in funding costs

#### NIM<sup>1</sup> & Inflation



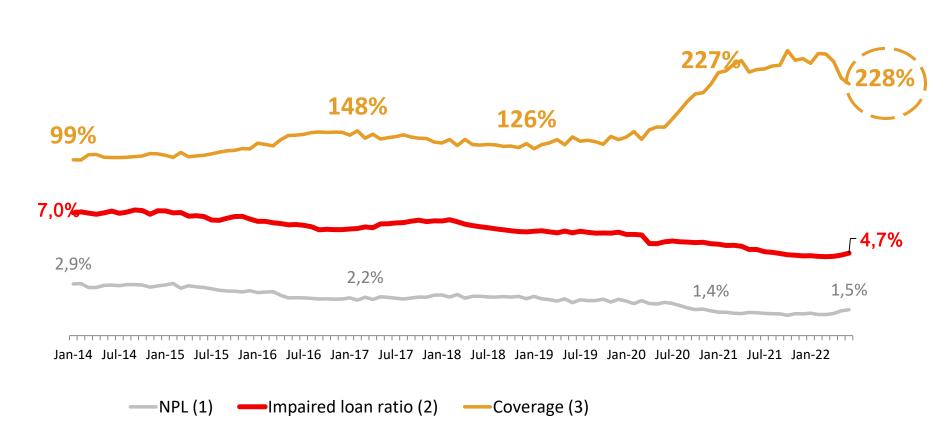
#### Net interest income

Ch\$ bn	6M22	YoY	QoQ
Net income from interest and readjustments	958	11.7%	24.0%
Avg. Int. earning assets	46,858	12.7%	2.3%
Average loans	37,264	8.4%	2.3%
Int. earning asset yield <sup>3</sup>	7.9%	+287bp	+289bp
Cost of funds <sup>4</sup>	4.0%	+330bp	+218bp
NIM YTD	4.1%	-9bp	+78bp



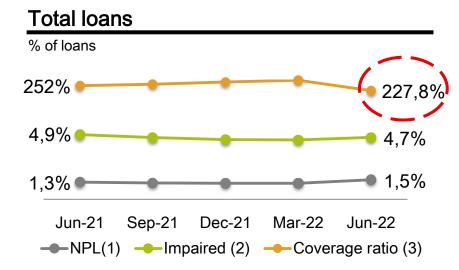
# Asset quality remains at historically low levels

NPLs, Impaired and coverage of NPLs

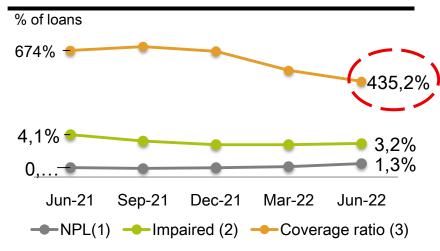


<sup>1. 90</sup> days or more NPLs. 2. NPLs + restructured loans. 3. Loan loss reserves over NPLs, includes additional provisions of Ch\$16 billion in 4Q19, Ch\$110 billion 2020, Ch\$24 billion for 1Q21, Ch\$18 billion for 2Q21, Ch\$30 billion for 3Q21 and Ch\$60 billion for 4Q21. During the 1H22 there were no additional provision constituted.

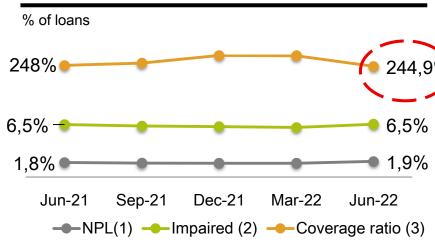
#### Asset quality levels should gradually return to pre-pandemic levels



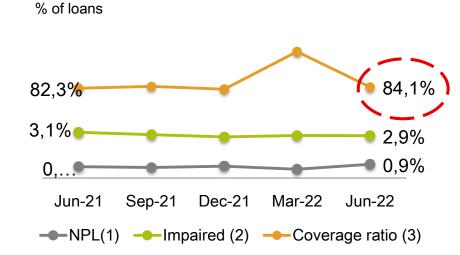
#### **Consumer loans**



#### **Commercial loans**

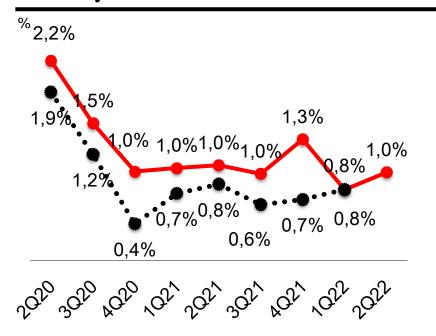


#### **Mortgage loans**



# Cost of credit at 0.9% YTD

#### Quarterly cost of risk<sup>1,2</sup>



#### ---Cost of risk

Adjusted Cost of Risk

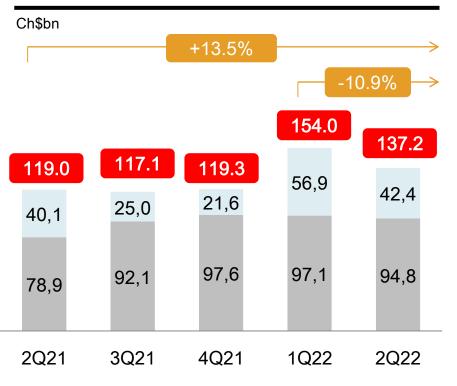
#### Provision for loan losses

Ch\$ bn	6M22	YoY	QoQ
Gross provisions and write-offs	(207.8)	(2.8%)	(74.3%)
Recoveries	45.2	26.8%	(64.7%)
Provisions	(162.6)	(8.7%)	(76.2%)
Cost of risk(YTD)	0.9%		



# Digital platforms drives client growth and fees





■ Net fee income ■ Financial trx

#### **Fees**

Ch\$ bn	6M22	YoY	QoQ
Card fees	48.2	7.1%	(10.8%)
Getnet	9.2	800.7%	71.0%
Asset management	27.1	20.8%	6.0%
Collection fees	26.7	111.7%	(10.2%)
Insurance brokerage	24.9	19.9%	27.5%
Checking accounts	24.1	29.2%	11.1%
Guarantees, cont. op.	17.4	(3.5%)	8.2%
Others	14.4	(42.5%)	(60.7%)
Total	192.0	17.4%	(2.5%)

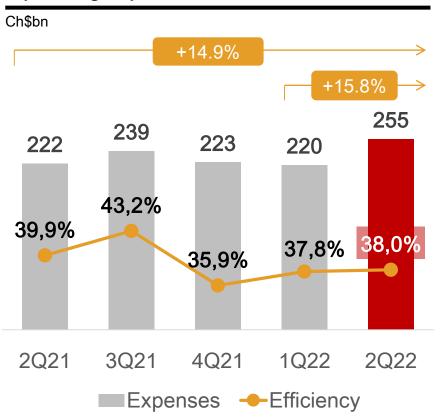
#### Financial transactions, net

Ch\$ bn	6M22	YoY	QoQ
Client	104.8	20.3%	(9.6%)
Non-Client	-5.5	(68.9%)	(505.7%)
Total	99.3	43.2%	(25.4%)



# Efficiency at 37.9% YTD

#### Operating expenses



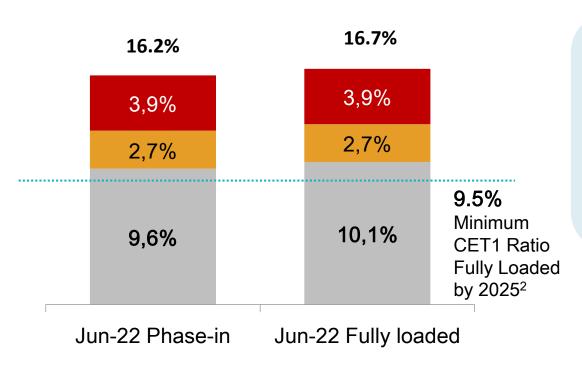
Ch\$ bn	6M22	YoY	QoQ
Personnel expenses	208.8	4.1%	14.1%
Administrative expenses	144.1	6.2%	2.8%
Depreciation	64.1	9.9%	2.7%
Other operating expenses	57.5	34.7%	92.3%
Operating expenses <sup>1</sup>	474.5	8.5%	15.8%
Efficiency			
ratio <sup>2</sup>	37.9%	-932bp	+22bp
Costs/assets	1.5%	+5.9bp	+13bp

US\$260 million investment plan for the years 2022-2024



# Healthy outlook for CET1 and total BIS III ratio

#### Core capital & BIS Ratio



- -60bp in 2Q22 mainly due to the payment of the annual dividend and depreciation of the peso
- > 50%-60% payout expected

■ Core capital ■ AT1 ■ Tier 2



#### Outlook for 2022

- Strong quarter led by client activities and positive effects of higher inflation
- Strong client trends to continue in 2022
- Base assumptions:
  - GDP ~1.5%, Inflation ~ 12.0%, MPR 10.0% at year-end
- Loan growth: 8%-10% & NIMs: 3.5%-3.7%
- Non-NII: ~15% due to greater client activity
- Cost of risk: 0.90%-1.0%
- Costs: below inflation ~7%
- Effective tax rate: ~17%

# Thank you.

Our purpose is to help people and business prosper.

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

# Simple Personal Fair







# **Annexes**



#### **Annexes**

#### **Balance sheet**

	Jun-22	Dec-21	Jun-22/Dec-21
Assets	Ch\$ M	lillion	% Chg.
Cash and deposits in banks	2,890,381	2,881,557	0.3%
Cash items in process of collection	507,463	390,272	30.0%
Financial assets for trading at fair value through earnings	14,579,153	9,567,818	52.4%
Financial derivative contracts	14,495,254	9,494,470	52.7%
Financial debt instruments	83,899	73,348	14.4%
Financial assets at fair value through other comprehensive income	6,020,627	5,900,278	2.0%
Financial debt instruments	5,945,398	5,800,861	2.5%
Other financial instruments	75,229	99,418	-24.3%
Financial derivative contracts for hedge accounting	894,425	629,136	42.2%
Financial assets at amortized cost	41,722,124	40,262,247	3.6%
Investments under resale agreements	-	-	%
Financial debt instruments	4,581,663	4,691,730	-2.3%
Interbank loans, net	12	428	-97.2%
Loans and account receivables from customers- Commercial	17,684,096	17,033,448	3.8%
Loans and account receivables from customers- Mortgage	14,617,466	13,802,214	5.9%
Loans and account receivables from customers- Consumer	4,838,886	4,734,428	2.2%
Investments in associates and other companies	41,264	37,695	9.5%
Intangible assets	93,326	95,411	(2.2%)
Property, plant and equipment	173,857	190,291	(8.6%)
Assets with leasing rights	180,136	184,529	(2.4%)
Current taxes	8,304	124,348	(93.3%)
Deferred taxes	321,619	748,574	(57.0%)
Other assets	3,424,991	2,929,997	16.9%
Non-current assets and groups for sale	26,769	22,207	20.5%
TOTAL ASSETS	70,884,440	63,964,359	10.8%

#### **Balance sheet**

	Jun-22	Dec-21	Jun-22/Dec-21
LIABILITIES	Ch\$ N	tillion	% Chg.
Cash items in process of being cleared	426,556	379,935	12.3%
Financial liabilities for trading at fair value through earnings	14,222,893	9,507,032	49.6%
Financial derivative contracts	14,222,893	9,507,032	49.6%
Financial derivative contracts for hedge accounting	2,382,889	1,364,210	74.7%
Financial liabilities at amortized cost	44,989,235	44,063,519	2.1%
Deposits and other demand liabilities	15,725,629	17,900,917	(12.2%)
Time deposits and other time liabilities	11,893,299	10,131,056	17.4%
Obligations under repurchase agreements	811,731	86,635	837.0%
Interbank borrowings	9,243,716	8,826,582	4.7%
Issued debt instruments	7,013,641	6,935,423	7.1%
Other financial liabilities	301,219	182,906	64.7%
Obligations for leasing contracts	140,180	139,794	0.3%
Financial instruments of issued regulatory capital	2,297,706	2,053,589	11.9%
Provisions for contingencies	159,342	165,563	(3.8%)
Provisions for dividend, payment of interest and re-			f
appreciation of financial instruments of issued	161,539	238,770	(32.3%)
regulatory capital			
Special provisions for credit risk	294,596	288,984	1.9%
Current taxes	1,995	-	%
Deferred taxes	1,836	421,274	(99.6%)
Other liabilities	2,114,960	1,612,411	31.2%
TOTAL LIABILITIES	67,193,727	60,235,082	11.6%
EQUITY			
Capital	891,303	891,303	0.0%
Reserves	2,871,772	2,557,815	12.3%
Accumulated other comprehensive income	(520,608)	(354,364)	46.9%
Elements that will not be reclassified to earnings	592	576	2.9%
Elements that can be reclassified to earnings	(521,200)	(354,940)	46.8%
Retained earnings from prior years	(13,765)	0	(31274675.1%)
Income from the period	521,257	778,933	(33.1%)
Provisions for dividend, payment of interest and re- appreciation of financial instruments of issued	(161,539)	(238,770)	(32.3%)
regulatory capital			
Total Shareholders' Equity	3,588,420	3,634,917	(1.3%)
Non-controlling interest	102,293	94,360	8.4%
EQUITY	3,690,712	3,729,277	(1.0%)
TOTAL LIABILITIES AND EQUITY	70,884,440	63,964,359	10.8%

#### **Annexes**

#### **Income statement YTD**

Interest expense (824,396) (147,060) 460.6% Not interest income 333,136 740,912 (52.3%) Not interest income 682,943 166,192 310.9% Readjustment income 682,943 166,192 310.9% Readjustment expense (78,527) (49,606) 58.3% Not readjustment expense (78,527) (49,606) 58.3% Not readjustment income 604,416 116,586 418.4% Not income from interest and readjustment 957,551 857,498 11.7% Fee and commission expense (154,095) (105,169) 46.5% Not fee and commission income 346,064 (288,758 28,8% 28,8% 28,8% 28,8% Not fee and commission income 191,969 163,589 17.3% Interest income 191,969 163,589 17.3% Result from de recognition of linancial assets and liabilities at amortized cost and of financial assets to fair value with changes in other comprehensive income 104,000 17.00 (20,000 178,0		Jun-22	Jun-21	Jun-22/Jun-21
Interest expense (824,396) (147,060) 460.6% Not interest income 333,136 740,912 (52.3%) Not interest income 682,943 166,192 310.9% Readjustment income 682,943 166,192 310.9% Readjustment expense (78,527) (49,606) 58.3% Not readjustment expense (78,527) (49,606) 58.3% Not readjustment income 604,416 116,586 418.4% Not income from interest and readjustment 957,551 857,498 11.7% Fee and commission expense (154,095) (105,169) 46.5% Not fee and commission income 346,064 (288,758 28,8% 28,8% 28,8% 28,8% Not fee and commission income 191,969 163,589 17.3% Interest income 191,969 163,589 17.3% Result from de recognition of linancial assets and liabilities at amortized cost and of financial assets to fair value with changes in other comprehensive income 104,000 17.00 (20,000 178,0		Ch\$ Mi	llion	% Chg.
Not interest income   353,136	Interest income	1,177,532	887,972	32.6%
Readjustment income         682,943         166,192         310.9%           Readjustment expense         (78,527)         (49,005)         58.3%           Not readjustment income         604,416         116,586         418.4%           Not income from interest and readjustment         957,551         857,498         11.7%           Fee and commission income         346,064         268,758         28.8%           Fee and commission income         191,969         163,589         17.3%           Financial assets not for trading         (38,613)         7,029         (933.8%)           Result from de recognition of financial assets and liabilities at amortized cost and of financial assets and fair value with changes in other comprehensive income         16,113         2,231         622.1%           Const and of financial assets and hedge occounting in foreign currency         141,756         60,029         136.1%         136.1%         141,756         60,029         136.1%         142.2%	Interest expense	(824,396)	(147,060)	460.6%
Readjustment income         (78,527)         (49,606)         58.3%           Not readjustment income         604,416         115,586         418.4%           Not income from interest and readjustment         957,551         857,498         11.7%           Fee and commission income         346,064         268,758         28.8%           Fee and commission income         191,969         163,589         17.3%           Financial assets not for trading         (58,613)         7,029         (933.8%)           Result from de recognition of financial assets and liabilities at amortized cost and of financial assets at fair value with changes in other         16,113         2,231         622.1%           Comprehensive income         10,009         136.1%         60,029         136.1%	Net interest income	353,136	740,912	(52.3%)
Nat readjustment income         604,416         116,586         418.4%           Nat income from interest and readjustment         957,551         857,498         11.7%           Fee and commission income         346,064         268,758         28.8%           Fee and commission income         [154,095]         [105,169]         46.5%           Nat fee and commission income         191,969         163,589         17.3%           Financial assets not for trading         (58,613)         7,029         (933,8%)           Result from de recognition of financial assets and liabilities at amortized         16,113         2,231         622.1%           comprehensive income         16,113         2,231         622.1%           comprehensive income         141,756         60,029         136.1%           Not financial result         99,256         69,290         43.2%           Income from investments in associates and other companies         4,393         925         375.0%           Results from non-current assets and non-continued operations         (1,953)         841         (332.2%)           Other operating income         1,241         740         67.5%           Total operating income         1,254,588         1,902,883         14.6%           Personnel expenses<	Readjustment income	682,943	166,192	310.9%
Net income from interest and readjustment 957,551 857,498 11.7% Fee and commission income 346,064 268,758 28.8% Fee and commission income 136,065 (105,169) 46.5% Net fee and commission income 191,969 163,889 17.3% Financial assets not for trading [58,613] 7,029 (933.8%) Result from de recognition of financial assets and liabilities at amortized cost and of financial assets at fair value with changes in other comprehensive income  Changes, readjustments and hedge accounting in foreign currency 141,756 60,029 136.1% Net financial result 99,256 69,290 43.2% Income from investments in associates and other companies 4,393 925 375.0% Results from non-current assets and non-continued operations (1,953) 841 (332.2%) Other operating income 1,252,458 1,092,883 14.6% Personnel expenses (208,797) (200,559) 4.1% Administrative expenses (144,102) (135,886) 6.2% Depreciation and amortization (64,083) (58,324) 9.9% Impairment of non-financial assets% Other operating expenses (474,516) (437,381) 8.5% Objecting expenses (474,516) (437,381) 8.5% Objecting expenses (474,516) (437,381) 8.5% Expense for provisions established for credit risk of loans at amortized cost and financial assets at fair value through other comprehensive income Credit loss expenses (162,602) (178,068) (8.7%) Net income from ordinary activities before tax (165,300 477,434 28.9% Income attributable to shareholders 521,257 370,069 40.9%	Readjustment expense	(78,527)	(49,606)	58.3%
Fee and commission income         346,064         268,758         28.8%           Fee and commission expense         (154,095)         (105,169)         46.5%           Not fee and commission expense         (154,095)         (105,169)         46.5%           Not fee and commission income         191,969         163,589         17.3%           Financial assets not for trading         (88,613)         7,029         (933.8%)           Result from de recognition of financial assets and flobilities at amortized cost and of financial assets and flobilities at amortized companies         16,113         2,231         622.1%           Comprehensive income         141,756         60,029         136.1%         136.1%           Not financial result         99,256         69,290         43.2%           Income from investments in associates and other companies         4,393         925         375.0%           Results from non-current assets and non-continued operations         (1,953)         841         (332,2%)           Other operating income         1,241         740         67,6%           Total operating income         1,252,458         1,092,883         14,6%           Personnel expenses         (144,102)         (135,686)         6.2%           Depreciation and amortization         (64,083)	Net readjustment income	604,416	116,586	418.4%
Fee and commission expense   (154,095)   (105,169)   46.5%     Net fee and commission income   191,969   163,589   17.3%     Financial assets not for trading   (58,613)   7.029   (933.8%)     Result from de recognition of financial assets and liabilities at amortized cost and of financial assets of fair value with changes in other   16,113   2,231   622.1%     Comprehensive income   16,113   2,231   622.1%     Comprehensive income   141,756   60,029   136.1%     Net financial result   99,256   69,290   43.2%     Income from investments in associates and other companies   4,333   925   375.0%     Results from non-current assets and non-continued operations   (1,953)   841   (332.2%)     Other operating income   1,241   740   67.5%     Total operating income   1,252,458   1,092,883   14.6%     Depreciation and amortization   (64,083)   (58,324)   9.9%     Impairment of non-financial assets   (144,102)   (135,686)   6.2%     Other operating expenses   (57,534)   (42,712)   34.7%     Other operating expenses   (77,942   655,502   18.7%     Operating expenses   (77,942   655,502   18.7%     Expense for provisions established for credit risk of loans at amortized cost and linearing results before credit risk for loans at amortized cost and linearing results for other financial assets at amortized cost and linearing results for other financial assets at amortized cost and linearing results for other financial assets at amortized cost and linearing assets at fair value through other comprehensive income	Net income from interest and readjustment	957,551	857,498	11.7%
Net fee and commission income   191,959   163,889   17.3%	Fee and commission income	346,054	268,758	28.8%
Financial assets not for trading   (58,613)   7,029   (933.8%)     Result from de recognition of financial assets and liabilities at amortized cost and of financial assets at fair value with changes in other   16,113   2,231   622.1%     Comprehensive income   141,755   60,029   136.1%     Note financial result   99,256   69,290   43.2%     Income from investments in associates and other companies   4,393   925   375.0%     Results from non-current assets and non-continued operations   (1,953)   841   (332.2%)     Other operating income   1,241   740   67.6%     Total operating income   1,252,458   1,092,883   14.6%     Personnel expenses   (208,797)   (200,659)   4.1%     Administrative expenses   (144,102)   (135,686)   6.2%     Depreciation and amortization   (64,083)   (58,324)   9.9%     Impairment of non-financial assets	Fee and commission expense	(154,095)	(105,169)	46.5%
Result from de recognition of financial assets and liabilities at amortized cost and of financial assets at fair value with changes in other comprehensive income  Changes, readjustments and hedge accounting in foreign currency 141,756 60,029 136.1% Net financial result 99,256 69,290 43.2% Income from investments in associates and other companies 4,393 925 375.0% Results from non-current assets and non-continued operations (1,953) 841 (332.2%) Other operating income 1,241 740 67.6% Total operating income 1,252,458 1,092,883 14.6% Personnel expenses (208,797) (200,659) 4.1% Administrative expenses (144,102) (135,686) 6.2% Depreciation and amortization (64,083) (58,324) 9.9% Impairment of non-financial assets	Net fee and commission income	191,969	163,589	17.3%
cost and of financial assets at fair value with changes in other         16,113         2,231         622.1%           comprehensive income         60,029         136.1%           Changes, readjustments and hedge accounting in foreign currency         141,756         60,029         136.1%           Not financial result         99,256         69,290         43.2%           Income from investments in associates and other companies         4,393         925         375.0%           Results from non-current assets and non-continued operations         (1,953)         841         (332,2%)           Other operating income         1,241         740         67.5%           Total operating income         1,252,458         1,092,883         14.5%           Personnel expenses         (208,797)         (200,659)         4.1%           Administrative expenses         (144,102)         (135,686)         6.2%           Depreciation and amortization         (64,083)         (58,324)         9.9%           Impairment of non-financial assets         -         -         -%           Other operating expenses         (57,534)         (42,712)         34.7%           Operating results before credit isset of loans at amortized cost         (77,942         655,502         18.7%           Expens	Financial assets not for trading	(58,613)	7,029	(933.8%)
Changes, readjustments and hedge occounting in foreign currency 141,756 60,029 136.1%  Net financial result 99,256 69,290 43.2%  Income from investments in associates and other companies 4,393 925 375.0%  Results from non-current assets and non-continued operations 1,953 841 (32.2%)  Other operating income 1,254,588 1,092,883 14.6%  Personnel expenses (208,797) (200,659) 4.1%  Administrative expenses (144,102) (135,686) 6.2%  Depreciation and amortization (64,083) (58,324) 9.9%  Impairment of non-financial assets	Result from de recognition of financial assets and liabilities at amortized			
Changes, readjustments and hedge accounting in foreign currency         141,756         60,029         136.1%           Net financial result         99,256         69,290         43.2%           Income from investments in associates and other companies         4,393         925         375.0%           Results from non-current assets and non-continued operations         (1,953)         841         (332.2%)           Other operating income         1,241         740         67.5%           Total operating income         1,252,458         1,092,883         14.6%           Personnel expenses         (200,659)         4.1%           Administrative expenses         (144,102)         (135,686)         6.2%           Depreciation and amortization         (64,083)         (58,324)         9.9%           Impairment of non-financial assets         -         -         -%           Other operating expenses         (57,534)         (42,712)         34.7%           Other operating expenses         (474,516)         (437,381)         8.5%           Operating results before credit losses         777,942         655,502         18.7%           Expense for provisions established for credit risk of loans at amortized cost         (202,695)         (169,003)         19.9%           Expense	cost and of financial assets at fair value with changes in other comprehensive income	16,113	2,231	622.1%
Net Financial result         99,256         69,290         43.2%           Income from investments in associates and other companies         4,393         925         375.0%           Results from non-current assets and non-continued operations         (1,953)         841         (332.2%)           Other operating income         1,241         740         67.6%           Total oparating income         1,252,458         1,092,883         14.6%           Personnel expenses         (208,797)         (200,659)         4.1%           Administrative expenses         (144,102)         (135,686)         6.2%           Depreciation and amortization         (64,083)         (58,324)         9.9%           Impairment of non-financial assets         -         -         -         -%           Other operating expenses         (57,534)         (42,712)         34.7%         34.7%           Total operating expenses         (474,516)         (437,381)         8.5%           Operating results before credit losses         777,942         655,502         18.7%           Expense for provisions established for credit risk of loans at amortized cost         (202,695)         (169,003)         19.9%           Expense for special provisions for credit risk         (4,797)         (44,814)         <	•	141.756	60.029	136.1%
Income from investments in associates and other companies			-	
Results from non-current assets and non-continued operations (1,953) 841 (332.2%) Other operating income 1,241 740 67.6% Total operating income 1,252,458 1,092,883 14.6% Personnel expenses (208,797) (200,659) 4.1% Administrative expenses (144,102) (135,686) 6.2% Depreciation and amortization (64,083) (58,324) 9.9% Impairment of non-financial assets% Other operating expenses (57,534) (42,712) 34.7% Total operating expenses (57,534) (42,712) 34.7% Total operating expenses (474,516) (437,381) 8.5% Operating results before credit losses 777,942 655,502 18.7% Expense for provisions established for credit risk of loans at amortized cost (202,695) (169,003) 19.9% Expense for special provisions for credit risk (14,797) (44,814) (89.3%) Recovery of written-off loans 45,246 35,674 26.8% Impairment for credit risk for other financial assets at amortized cost and financial assets at fair value through other comprehensive income Credit loss expenses (162,602) (178,068) (8.7%) Net income from ordinary activities before tax (86,146) (103,584) (16.8%) Income tax (86,146) (103,584) (16.8%) Income attributable to shareholders 529,194 373,850 41,6% Income attributable to shareholders 521,257 370,069		-	-	
Other operating income       1,241       740       67.6%         Total operating income       1,252,458       1,092,883       14.6%         Personnel expenses       (208,797)       (200,659)       4.1%         Administrative expenses       (144,102)       (135,686)       6.2%         Depreciation and amortization       (64,083)       (58,324)       9.9%         Impairment of non-financial assets       -       -       -       -%         Other operating expenses       (57,534)       (42,712)       34.7%         Total operating expenses       (57,534)       (42,712)       34.7%         Total operating expenses       (474,516)       (437,381)       8.5%         Operating results before credit losses       777,942       655,502       18.7%         Expense for provisions established for credit risk of loans at amortized cost       (202,695)       (169,003)       19.9%         Expense for special provisions for credit risk       (4,797)       (44,814)       (89.3%)         Recovery of written-off loans       45,246       35,674       26.8%         Impairment for credit risk for other financial assets at amortized cost and financial assets at fair value through other comprehensive income       (356)       75       (575.1%)         Credit loss expenses<				
Total operating income 1,252,458 1,092,883 14.6% Personnel expenses (208,797) (200,659) 4.1% Administrative expenses (144,102) (135,686) 6.2% Depreciation and amortization (64,083) (58,324) 9.9% Impairment of non-financial assets% Other operating expenses (57,534) (42,712) 34.7% Total operating expenses (474,516) (437,381) 8.5% Operating results before credit losses 777,942 655,502 18.7% Expense for provisions established for credit risk of loans at amortized cost (202,695) (169,003) 19.9% Expense for special provisions for credit risk (4,797) (44,814) (89,3%) Recovery of written-off loans (45,246) 35,674 26.8% Impairment for credit risk for other financial assets at amortized cost and financial assets at fair value through other comprehensive income Credit loss expenses (162,602) (178,068) (8.7%) Net income from ordinary activities before tax (86,146) (103,584) (16.8%) Income tax (86,146) (103,584) (16.8%) Consolidated income for the period 529,194 373,850 41.6% Income attributable to shareholders 521,257 370,069 40.9%	···································			
Personnel expenses         (208,797)         (200,659)         4.1%           Administrative expenses         (144,102)         (135,686)         6.2%           Depreciation and amortization         (64,083)         (58,324)         9.9%           Impairment of non-financial assets         -         -         -         -%           Other operating expenses         (57,534)         (42,712)         34.7%           Total operating expenses         (474,516)         (437,381)         8.5%           Operating results before credit losses         777,942         655,502         18.7%           Expense for provisions established for credit risk of loans at amortized cost         (202,695)         (169,003)         19.9%           Expense for special provisions for credit risk         (4,797)         (44,814)         (89.3%)           Recovery of written-off loans         45,246         35,674         26.8%           Impairment for credit risk for other financial assets at amortized cost and financial assets at fair value through other comprehensive income         (356)         75         (575.1%)           Credit loss expenses         (162,602)         (178,068)         (8.7%)           Net income from ordinary activities before tax         615,340         477,434         28.9%           Income attributable to		-		
Administrative expenses (144,102) (135,686) 6.2% Depreciation and amortization (64,083) (58,324) 9.9% Impairment of non-financial assets% Other operating expenses (57,534) (42,712) 34.7% Total operating expenses (474,516) (437,381) 8.5% Operating results before credit losses 777,942 655,502 18.7% Expense for provisions established for credit risk of loans at amortized cost (202,695) (169,003) 19.9% Expense for special provisions for credit risk (4,797) (44,814) (89.3%) Recovery of written-off loans 45,246 35,674 26.8% Impairment for credit risk for other financial assets at amortized cost and financial assets at fair value through other comprehensive income Credit loss expenses (162,602) (178,068) (8.7%) Net income from ordinary activities before tax (86,146) (103,584) (16.8%) Income tax (86,146) (103,584) (16.8%) Income attributable to shareholders 521,257 370,069 40.9%				4.1%
Depreciation and amortization   (64,083)   (58,324)   9.9%	•			6.2%
Impairment of non-financial assets	•			
Other operating expenses         (57,534)         (42,712)         34.7%           Total operating expenses         (474,516)         (437,381)         8.5%           Operating results before credit losses         777,942         655,502         18.7%           Expense for provisions established for credit risk of loans at amortized cost         (202,695)         (169,003)         19.9%           Expense for special provisions for credit risk         (4,797)         (44,814)         (89.3%)           Recovery of written-off loans         45,246         35,674         26.8%           Impairment for credit risk for other financial assets at amortized cost and financial assets at fair value through other comprehensive income         (356)         75         (575.1%)           Credit loss expenses         (162,602)         (178,068)         (8.7%)           Net income from ordinary activities before tax         615,340         477,434         28.9%           Income tax         (86,146)         (103,584)         (16.8%)           Consolidated income for the period         529,194         373,850         41.6%           Income attributable to shareholders         521,257         370,069         40.9%	•			%
Total operating expenses (474,516) (437,381) 8.5%  Operating results before credit losses 777,942 655,502 18.7%  Expense for provisions established for credit risk of loans at amortized cost (202,695) (169,003) 19.9%  Expense for special provisions for credit risk (4,797) (44,814) (89.3%)  Recovery of written-off loans 45,246 35,674 26.8%  Impairment for credit risk for other financial assets at amortized cost and financial assets at fair value through other comprehensive income  Credit loss expenses (162,602) (178,068) (8.7%)  Net income from ordinary activities before tax (86,146) (103,584) (16.8%)  Consolidated income for the period 529,194 373,850 41.6%  Income attributable to shareholders 521,257 370,069 40.9%		(57,534)	(42,712)	34.7%
Operating results before credit losses         777,942         655,502         18.7%           Expense for provisions established for credit risk of loans at amortized cost         (202,695)         (169,003)         19.9%           Expense for special provisions for credit risk         (4,797)         (44,814)         (89.3%)           Recovery of written-off loans         45,246         35,674         26.8%           Impairment for credit risk for other financial assets at amortized cost and financial assets at fair value through other comprehensive income         (356)         75         (575.1%)           Credit loss expenses         (162,602)         (178,068)         (8.7%)           Net income from ordinary activities before tax         615,340         477,434         28.9%           Income tax         (86,146)         (103,584)         (16.8%)           Consolidated income for the period         529,194         373,850         41.6%           Income attributable to shareholders         521,257         370,069         40.9%				8.5%
Expense for provisions established for credit risk of loans at amortized cost (202,695) (169,003) 19.9%  Expense for special provisions for credit risk (4,797) (44,814) (89.3%)  Recovery of written-off loans 45,246 35,674 26.8%  Impairment for credit risk for other financial assets at amortized cost and financial assets at fair value through other comprehensive income  Credit loss expenses (162,602) (178,068) (8.7%)  Net income from ordinary activities before tax (86,146) (103,584) (16.8%)  Income tax (86,146) (103,584) (16.8%)  Consolidated income for the period 529,194 373,850 41.6%  Income attributable to shareholders 521,257 370,069 40.9%				18.7%
Expense for special provisions for credit risk (4,797) (44,814) (89.3%) Recovery of written-off loans 45,246 35,674 26.8% Impairment for credit risk for other financial assets at amortized cost and financial assets at fair value through other comprehensive income  Credit loss expenses (162,602) (178,068) (8.7%) Net income from ordinary activities before tax (86,146) (103,584) (16.8%) Income tax (86,146) (103,584) (16.8%) Consolidated income for the period 529,194 373,850 41.6% Income attributable to shareholders 521,257 370,069 40.9%				19.9%
Recovery of written-off loans         45,246         35,674         26.8%           Impairment for credit risk for other financial assets at amortized cost and financial assets at fair value through other comprehensive income         (356)         75         (575.1%)           Credit loss expenses         (162,602)         (178,068)         (8.7%)           Net income from ordinary activities before tax         615,340         477,434         28.9%           Income tax         (86,146)         (103,584)         (16.8%)           Consolidated income for the period         529,194         373,850         41.6%           Income attributable to shareholders         521,257         370,069         40.9%				(89.3%)
Impairment for credit risk for other financial assets at amortized cost and financial assets at fair value through other comprehensive income   (356)   75 (575.1%)				
(356)   75   (575.1%)   (575.1%	•			
Credit loss expenses     (162,602)     (178,068)     (8.7%)       Net income from ordinary activities before tax     615,340     477,434     28.9%       Income tax     (86,146)     (103,584)     (16.8%)       Consolidated income for the period     529,194     373,850     41.6%       Income attributable to shareholders     521,257     370,069     40.9%	•	(356)	75	(575.1%)
Net income from ordinary activities before tax         615,340         477,434         28.9%           Income tax         (86,146)         (103,584)         (16.8%)           Consolidated income for the period         529,194         373,850         41.6%           Income attributable to shareholders         521,257         370,069         40.9%	Credit loss expenses	(162,602)	(178,068)	(8.7%)
Consolidated income for the period         529,194         373,850         41.6%           Income attributable to shareholders         521,257         370,069         40.9%	Net income from ordinary activities before tax			
Consolidated income for the period         529,194         373,850         41.6%           Income attributable to shareholders         521,257         370,069         40.9%	Income tax		(103,584)	(16.8%)
Income attributable to shareholders 521,257 370,069 40.9%	Consolidated income for the period			
	Income attributable to shareholders	521,257	370,069	40.9%
	Income attributable to non-controlling interest			



#### **Annexes**

# Quarterly income statement

	2022	1022	2021	2022/2021	2022/1022
		\$ Million		.,.	Chg.
Interest income	662.085	515,447	445.010	48.8%	28.4%
	(530,757)	(293,639)	(69,932)	659.0%	80.8%
Interest expense	131,328	221,808	375.077	(65.0%)	(40.8%)
Net interest income				432.2%	90.3%
Readjustment income	447,648	235,295	84,109		
Readjustment expense	(48,891)	(29,636)	(25,386)	92.6%	65.0%
Net readjustment income	398,757	205,658	58,723	579.0%	93.9%
Net income from interest and readjustment	530,085	427,466	433,800	22.2%	24.0%
Fee and commission income	173,935	172,129	135,709	28.2%	1.0%
Fee and commission expense	(79,112)	(74,983)	(54,736)	44.5%	5.5%
Net fee and commission income	94,823	97,147	80,973	17.1%	(2.4%)
Financial assets not for trading	(76,319)	17,706	(18,455)	313.5%	(531.0%)
Result from de-recognition of financial assets and liabilities at					
amortized cost and of financial assets at fair value with	2,021	14,092	3,005	(32.7%)	(85.7%)
changes in other comprehensive income					
Changes, readjustments and hedge accounting in foreign currency	116,696	25,060	55,529	110.2%	365.7%
Net financial result	42,398	56,858	40,079	5.8%	(25.4%)
Income from investments in associates and other companies	3,033	1,360	622	387.8%	123.0%
Results from non-current assets and non-continued					
operations	(1,053)	(900)	594	(277.4%)	17.0%
Other operating income	1,020	221	313	226.3%	361.1%
Total operating income	670,307	582,152	556,380	20.5%	15.1%
Personnel expenses	(111,251)	(97,546)	-103,789	7.2%	14.1%
Administrative expenses	(73,059)	(71,043)	-66,264	10.3%	2.8%
Depreciation and amortization	(32,469)	(31,614)	-30,595	6.1%	2.7%
Impairment of non-financial assets	-	-	-	-%	-%
Other operating expenses	(37,848)	(19,686)	-21,486	76.2%	92.3%
Total operating expenses	(254,628)	(219,889)	(222,134)	14.6%	15.8%
Operating expenses  Operating results before credit losses	415,679	362,263	334,246	24.4%	14.7%
Expense for provisions established for credit risk of loans at	(116,081)	(86,614)	-88,768	30.8%	34.0%
amortized cost	/1 020)	(2.019)	20.500	(nn ner)	DE CW)
Expense for special provisions for credit risk	(1,879)	(2,918)	-20,599	(90.9%)	(35.6%)
Recovery of written-off loans	27,146	18,100	18,738	44.9%	50.0%
Impairment for credit risk for other financial assets at	(241)	(15)	105	/424 OV 5	2156.6%
amortized cost and financial assets at fair value through other comprehensive income	(341)	(15)	100	(424.9%)	2130.0%
Credit loss expenses	(91,155)	(71,447)	(90,524)	0.7%	27.6%
Net income from ordinary activities before tax	324,525	290,816	243539	33.3%	11.6%
Income tax	(35,036)	(51,110)	-53970	(35.1%)	(31.5%)
	289,488	239,706		52.7%	20.8%
Consolidated income for the period	285,514	235,743	189569 188045	51.8%	21.1%
Income attributable to shareholders	,			160.7%	0.3%
Income attributable to non-controlling interest	3,974	3,963	1524	100.7%	U.576



#### **Annexes: Key Indicators**

Profitability and efficiency	Jun-22	Jun-21	Variation bp
Net Interest margin (NIM) <sup>5</sup>	4.1%	4.1%	(5)
Efficiency ratio <sup>6</sup>	37.9%	40.0%	(213)
Return on avg. equity <sup>7</sup>	28.7%	21.1%	757
Return on avg. assets <sup>8</sup>	1.6%	1.3%	31
Return on RWA9	2.8%	2.2%	61

Asset quality ratios (%)	Jun-22	Jun-21	Variation bp
NPL ratio <sup>10</sup>	1.5%	1.3%	18
Coverage of NPLs ratio 11	227.8%	252.2%	(2,444)
Cost of credit <sup>12</sup>	0.9%	1.0%	(16)
Clients and service channels	Jun-22	Jun-21	Variation %
Total clients	4,028,551	3,893,309	3.5%
Current account holders (including Superdigital)	2,395,718	1,848,457	29.6%
Loyal clients <sup>13</sup>	1,964,191	1,867,167	5.2%
Digital clients <sup>14</sup>	815,627	777,664	4.9%
Branches	310	344	(9.9%)
Employees	9,541	10,240	(6.8%)
Market capitalization (YTD)	Jun-22	Jun-21	Variation %
Net Income per share (Ch\$)	2.77	1.96	40.9%
Net Income per ADR (US\$)	1.20	1.07	11.8%
Stock price (Ch\$/per share)	37.05	36.31	2.0%
ADR price (US\$ per share)	16.29	19.87	(18.0%)
Market capitalization (US\$mn)	7,750	9,361	(17.2%)
Shares outstanding (millions)	188,446.1	188,446.1	%
ADRs (1 ADR = 400 shares) (millions)	471.1	471.1	%

- 1. NIM = Annualized net income from interest and readjustments divided by interest generating assets.
- 2. Efficiency ratio: Operating expenses including impairment and other operating expenses divided by Operating income.
- 3. Accumulated Shareholders' net income annualized, divided by annual average shareholders' equity.
- 4. Accumulated Shareholders' net income annualized, divided by annual average assets.
- 5. Accumulated Shareholders' net income annualized, divided by risk-weighted assets.
- 6. Capital + future interest of all loans 90 days or more overdue divided by total loans.
- 7. Loan loss allowance divided by Capital + future interest of all loans with one installment 90 days or more overdue. Includes additional provisions. Adjusted to include the Ch\$16,000 million additional provisions from 4Q19, the Ch\$30,000 million established in 2Q20, the Ch\$30,000 million established in 3Q20, the Ch\$50,000 million established in 4Q20, the Ch\$24,000 million established in 1Q21, the Ch\$18,000 million established in 2Q21, Ch\$30,000 million established in 3Q21, Ch\$60,000 million established in 4Q21.
- 8. Provision expense annualized divided by average loans.
- 9. Individual clients that have 4 products or more with a minimum level of profitability and minimum usage. Companies with a minimum profitability and usage.
- 10. Clients that use our digital clients at least once a month.

