

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



### **AGENDA**

**COVID19: REGULATORY UPDATE** 

STRATEGY AND BALANCE SHEET

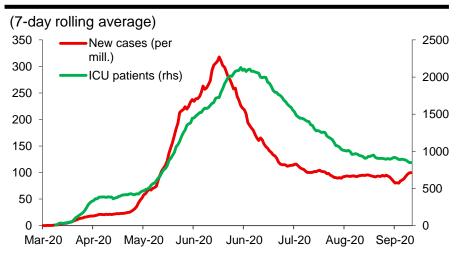
SAN CHILE: BUSINESS GROWTH AND RESULTS



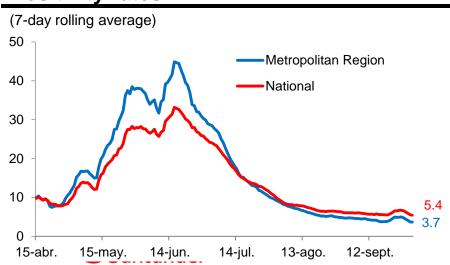
#### **Macroeconomic environment**

# A gradual re-opening of the economy has commenced

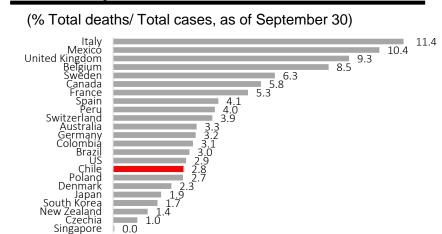
## **New cases and ICU patients**



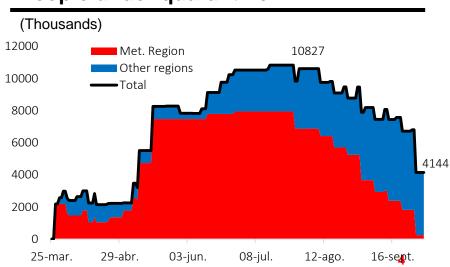
## **Positivity rates**



## Lethality rate



## People under quarantine



Source: John Hopkins University, Ministry of Health (Chile) and Santander

## **Macroeconomic environment**

# **Step by step phases to open country**

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

## Regulatory update

# **Update on regulatory measures**

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

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

# Aid to middle class program

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



**COVID-19 guarantee line:** US\$14bn disbursed. Risk weighting to be modified from 100% to 10%.





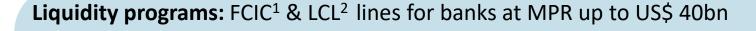
## Regulatory update

# **Update on regulatory measures**



## One-time early withdrawal of pension saving (tax free): US\$15.1 billion

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





Bank bond purchasing program: US\$8bn for bank and Central Bank bonds

Special Asset Purchase Program: US\$8bn bank and Central Bank bonds

**Treasury bond purchasing:** Constitutional reform to allow the Central Bank to buy and sell Treasury bonds in the secondary market

## Regulatory update

# "Plan Paso a Paso Chile Se Recupera"

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

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

## **#2. Salary coverage protection for 6 months**

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

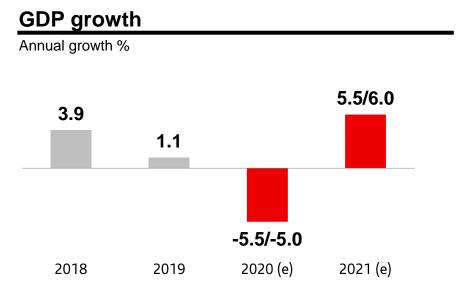
# #3. SMEs offered: (1) expanded credit lines/D&A recovery; (2) easing of red-tape

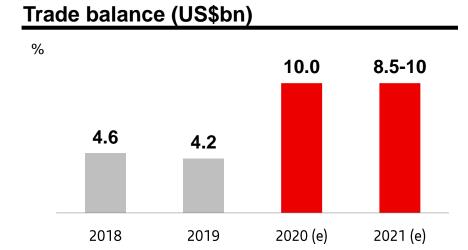
The corporate tax rate for SMEs cut from 25% to 10%, postponing VAT payments, the instant depreciation and amortization and support for access to working capital and/or funding via 5 state lifelines (Fogape-Covid, Fogain, PAR, Crece, and Reactivate). Facilitation is a key aim, with consolidation of data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



#### **Macroeconomic environment**

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

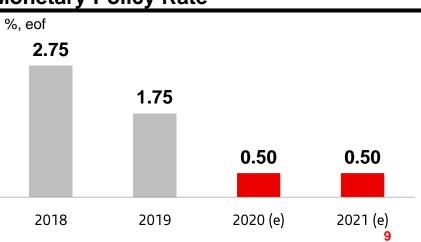




### Inflation

2.9
2.7
2.0
2.4
2018
2019
2020 (e)
2021 (e)

## **Monetary Policy Rate**



Source: Banco Central de Chile and Santander Chile estimates

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**BUSINESS GROWTH AND RESULTS** 



# Santander Chile is the nation's leading bank Figures in US\$



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

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



# Our board was re-elected in April

#### **Board Committees**



Independent Board members

Santander Group owns 67.2%. We are listed on the Santiago Stock Exchange and the NYSE



## **Corporate Governance Standards**

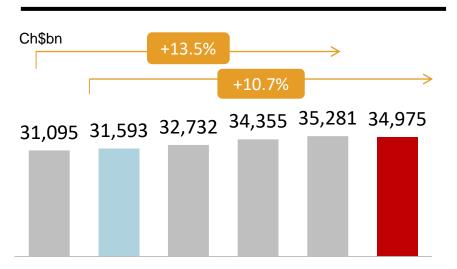
- Board of Directors: 7 out of 11 Board members unrelated to the Santander Group.
- ✓ We follow the Santander Group's <u>financial</u> <u>independence model</u> in which all decision regarding liquidity, funding and capital are done locally through our ALCO and Board
- Separation of functions: commercial areas separated from risk; main credit decisions taken by committees.
- ✓ <u>Compliance</u>: Regulated by FMC of Chile, ECB and SEC. Comply with SEC and NYSE Guidelines & SOX.
- ✓ ESG: Part of <u>DJSI Chile&MILA, MSCI,</u> FTSE4GOOD indexes



Dow Jones
Sustainability Indices
In Collaboration with RobecoSAM

# Demand for reprogramming and FOGAPE loans decelerating

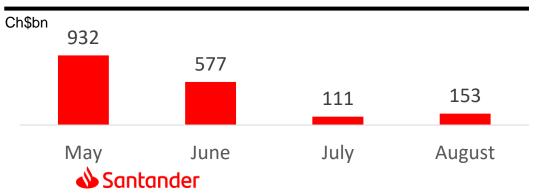
#### **Total Loans**



Ch\$ bn	8M20	YoY
Consumer	4,937	(2.3%)
Mortgages	12,026	11.0%
Commercial	18,004	14.6%
Total <sup>2</sup>	34,975	10.7%

Jun-19 Aug-19 Dec-19 Mar-20 Jun-20 Aug-20

#### **FOGAPE** loans disbursed each month

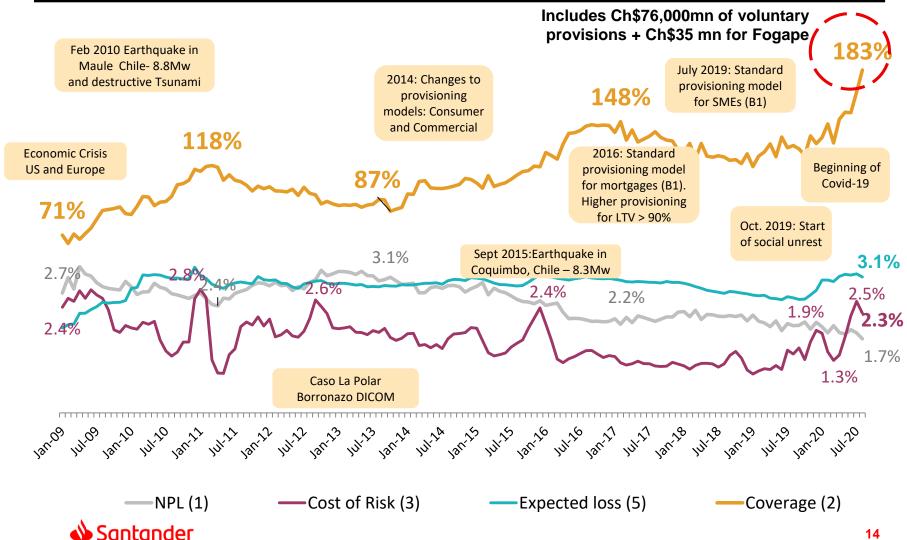


Total disbursed up to August: Ch\$1.9 trillion

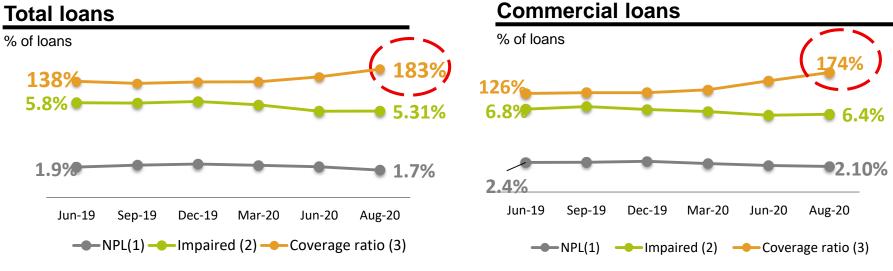
As of August 2020, 10.5 % of commercial loan book were FOGAPE loans

# **Coverage rising to record levels**

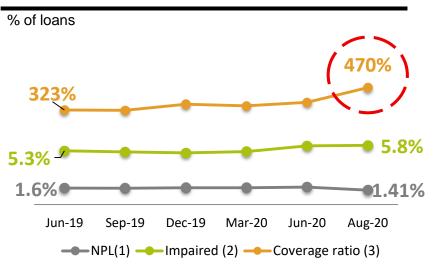
Total loans: NPLs, coverage and cost of risk



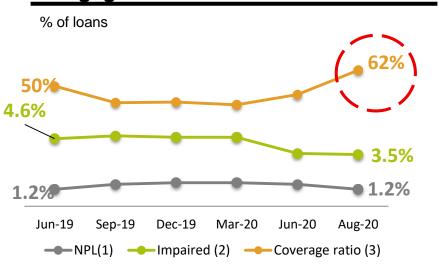
# Asset quality deterioration lower than expected...



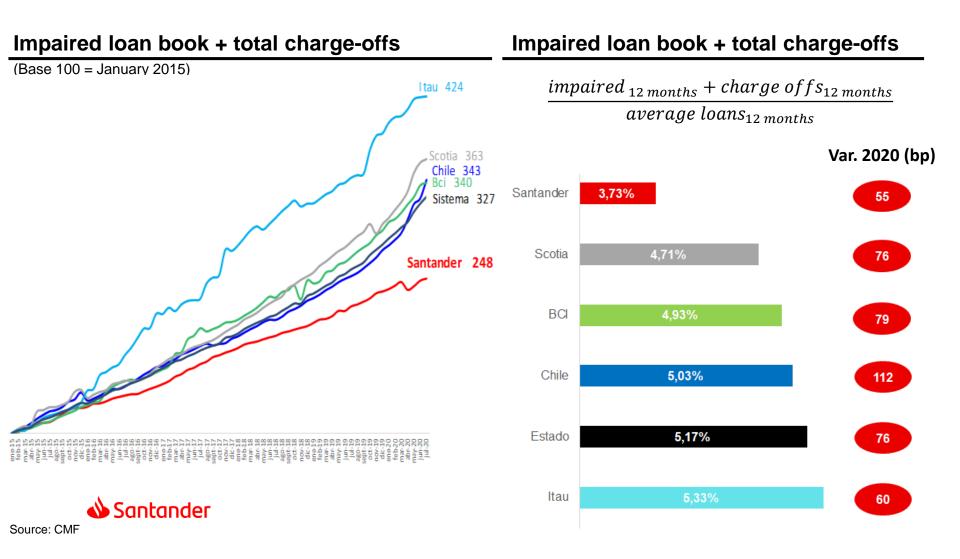
#### **Consumer loans**



## **Mortgage loans**

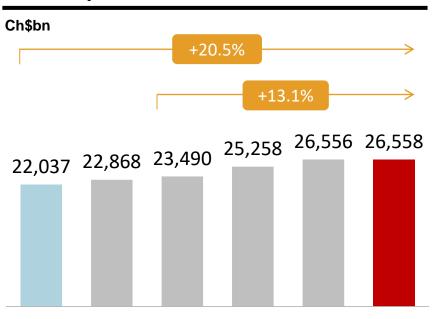


# ..due to continued improvements in asset quality



# Non-interest bearing demand deposits up 57.7% YoY

## **Total Deposits**



Aug-19	Sep-19	Dec-19	Mar-20	Jun-20	Aug-20
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Ch\$ bnS	8M20	YoY
Demand deposits	13,988	57.7%
Time deposits	12,570	(4.5%)
<b>Total Deposits</b>	26,558	20.5%
Mutual funds <sup>1</sup>	8,211	21.1%
Loans/Deposits <sup>2</sup>	94.6%	
LCR <sup>3</sup>	153%	

<sup>1.</sup> Banco Santander Chile is the exclusive broker of mutual funds managed by Santander Asset Management, a subsidiary of SAM Investment Holdings Limited. 2. (Net Loans – portion of mortgages funded with long-term bonds) / (Time deposits + demand deposits). 3. LCR calculated following the new local Chilean models 4

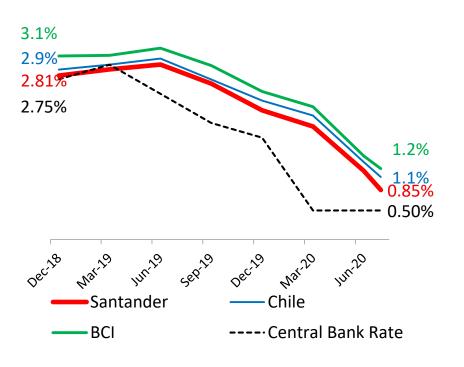


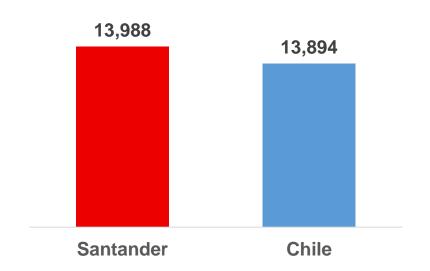
# Improved funding mix & outpacing competitors

## **CLP Time Deposit Cost Evolution<sup>1</sup>**

## **#1 in demand deposits in August**

Ch\$ bn



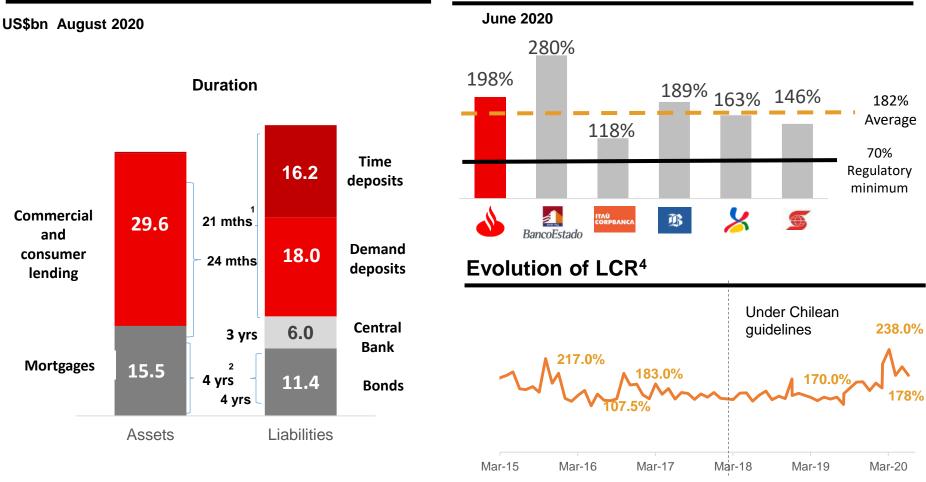




# Solid balance structure and liquidity levels

#### Structural balance sheet

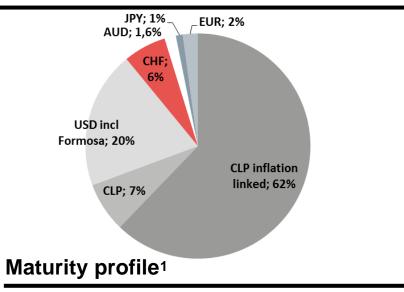
## Liquidity coverage ratio<sup>3</sup>



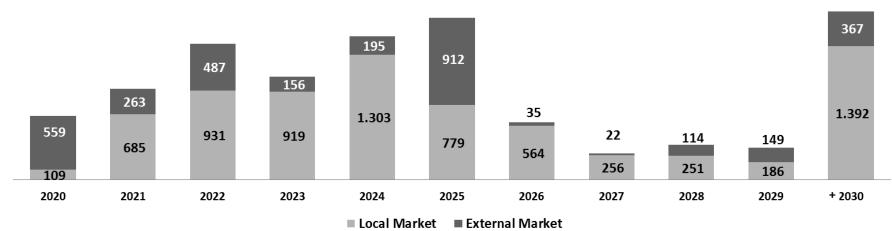


# Diversified presence in the international bonds markets

#### **Bonds**



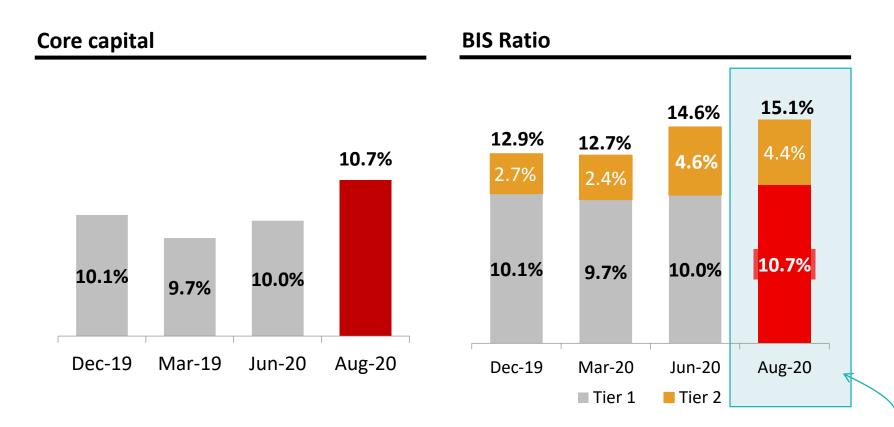
- Total outstanding: US\$11.4bn
- In 2020 we have issued US\$1.5bn approximately
- Central Bank lines are currently providing liquidity up to 4 years.
- High diversification by country
- MTN program: Private placements or public deals
- All foreign debt is swapped backed to local currency
- AT1 approved under the new Banking Law, possible issuance from 2023





1. Includes nominal outstanding of senior, subordinated and local covered bonds. As of August 31, 2020.

# **Healthy capital ratios**



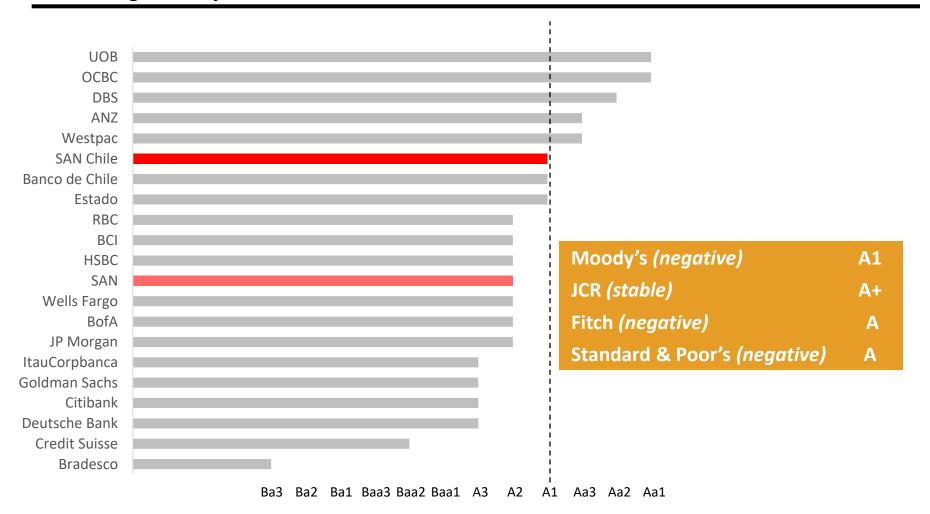
In August the CMF published new treatment for FOGAPE loan guarantees.

Instead of computing as Tier II capital, it will now be included in the calculation of RWA with the risk weighting lowered from 100% to 10%



# Among banks with best international rating

## Risk rating, Moody's scale





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**BUSINESS GROWTH AND RESULTS** 



# Moving forward in our innovations

Challenge	Approach	Progress
Offer transactional products with access to digital economy	superdigital	More than 100,000 clients, with official launch in April 2020
Increase SME access to banks and to digital economy	<b>getnet</b> Acquiring	First operation in Dec. 2019. Full operations begin 2H20
Enter the car loan market, creating synergies with other bank products, creating synergies with other bank products	Santander Consumer Finance	Transaction complete. Acquired in November 2019
Reactivate loan growth within mass segment	life	Over 305,000 clients. Already profitable
Continue expanding cross-selling with our clients with better products	klare	Launch of the first Insurtech company in Chile in April 2020. Strong growth of Autocompara
Digitalization of onboarding and loans	SME (SA)	Obtain loan without going to a branch
Branch format in digital / socially-distanced world	WorkCafé 2.0	Building on our Workcafé 2.0 pilot branches to design the future of our network

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



# Strength of digital channels has been a key force in 2020

## **Open for business**

#### **Branches**

~90% open 9am – 2pm

## **Tele-working**

~75% are able to work from home

~95% of central services

are working from home

~25% start going back to

office Sept. 7

# Supported by digital banking

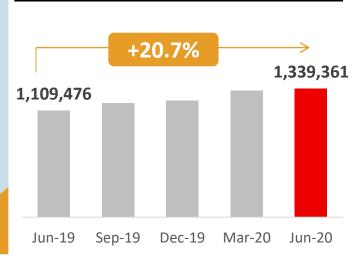
N° of transactions

Online: +11.1% QoQ

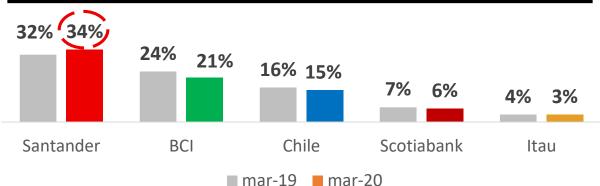
+20.7%

N° of digital clients YoY

### **Digital clients**



## Market share of digital clients<sup>1</sup>



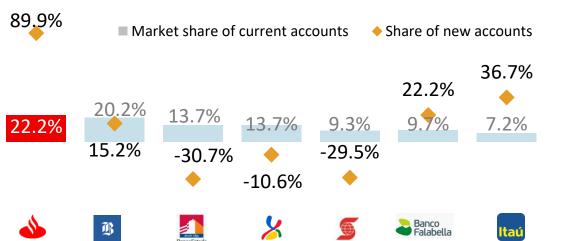


25

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

# 90% market share in new account openings / Strong NPS scores

# Current account openings 6M20<sup>1</sup>



89%
Market share of current account openings<sup>1</sup>

2x1

Market share of current account openings<sup>1</sup>

1. Source: CMF, with latest available information

## Net Promoter Score (NPS)<sup>2</sup>

# NPS: Closing gap with Top 1

among peers

# **NPS 49**

In August 2020 for service quality

## #1

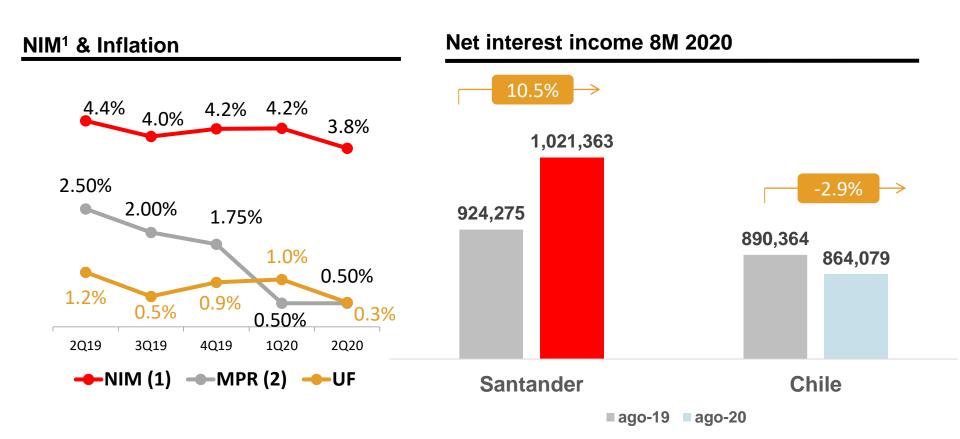
for innovation, commitment and product benefits

# App NPS 71

Highlighting user friendliness



## NII increases 10.5% YTD

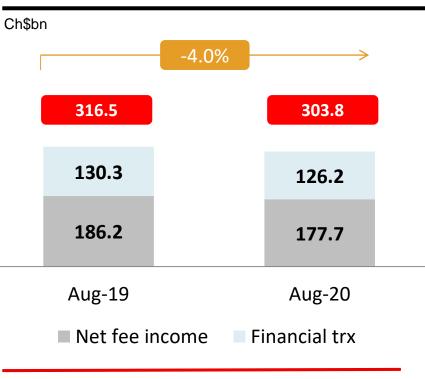


# Better funding mix drives higher NII growth against peers



# Card and insurance brokerage fees rebound in August

### Fees & financial transaction



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

#### **Fees**

Ch\$ bn	8M20	YoY	MoM*
Credit, debit &ATM	43,466	23.5%	9.9%
Insurance brokerage	28,293	(13.5%)	25.4%
Asset management	29,810	(3.3%)	0.6%
Guarantees	24,246	4.3%	16.9%
Checking accounts	23,268	(1.9%)	1.6%
Others	28,569	(29.5%)	18.4%
Total	177,652	(4.6%)	10.6%

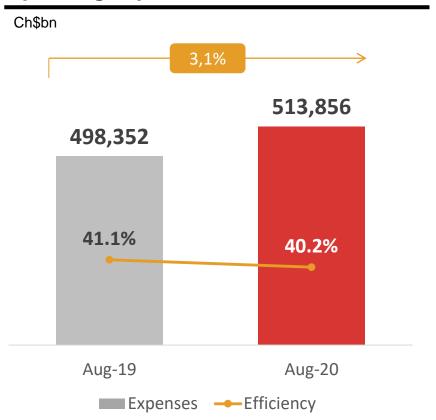
## Financial transactions, net

Ch\$ bn	8M20	YoY
Client	104.9	10.6%
Non-Client	21.0	25.7%
Total	125.9	13.9%



# Efficiency ratio at 40,2%

## **Operating expenses**



Ch\$ bn	8M20	YoY
Personnel expenses	271.1	0.8%
Administrative	169.7	5.9%
expenses	103.7	J.J/0
Depreciation	73.1	5.5%
Operational	513.9	3.1%
expenses <sup>1</sup>	515.5	3.1/0
Efficiency ratio <sup>2</sup>	40.2%	-97bp
Costs/assets	1.3%	-47bp



#### **Conclusions**

# 2Q20 results reflect our strong core banking franchise

- ✓ The Central Bank and CMF have launched a series of initiatives that will help to maintain liquidity and capital levels.
- ✓ Government measures will also help to mitigate financial impact on the population
- **✓** Strong deposit growth in the quarter. High liquidity levels.
- ✓ Loan growth has centered on less risky assets, with demand for reprogramming and FOGAPE loans decelerating in recent months.
- ✓ Capital ratios are healthy.
- ✓ Coverage levels reach record high levels.
- ✓ Strong growth of gross income in the quarter, reflecting our defensive business model and balance sheet
- ✓ Accelerating implementation of strategic initiatives. Client growth has remained high due to strength of digital channels. New branch model project underway
- **✓** Solid efficiency levels in the quarter





Unaudited Balance Sheet	Jun-20	Jun-20	Jun-19	Jun-20/Jun-19
	US\$ Ths <sup>1</sup>	Ch\$ M	illion	% Chg.
Cash and deposits in banks	4,597,173	3,776,118	1,939,644	94.7%
Cash items in process of collection	456,827	375,238	511,987	(26.7%)
Trading investments	253,515	208,237	163,178	27.6%
Investments under resale agreements	-	-	-	%
Financial derivative contracts	16,433,145	13,498,185	4,195,904	221.7%
Interbank loans, net	10,612	8,717	8,606	1.3%
Loans and account receivables from customers, net	41,758,774	34,300,657	30,289,001	13.2%
Available for sale investments	6,445,327	5,294,192	2,898,227	82.7%
Held-to-maturity investments	-	-	-	%
Investments in associates and other companies	12,189	10,012	9,879	1.3%
Intangible assets	86,490	71,043	63,371	12.1%
Property, plant and equipment	230,788	189,569	198,131	(4.3%)
Right of use assets	244,570	200,890	196,041	2.5%
Current taxes	<u> </u>	-	-	%
Deferred taxes	628,964	516,631	391,566	31.9%
Other assets	3,137,636	2,577,254	1,166,416	121.0%
Total Assets	74,296,010	61,026,743	42,031,951	45.2%
	,,		,,	
Deposits and other demand liabilities	15,109,598	12,411,024	8,909,594	39.3%
Cash items in process of being cleared	346,798	284,860	392,441	(27.4%)
Obligations under repurchase agreements	244,522	200,850	133,690	50.2%
Time deposits and other time liabilities	17,221,063	14,145,381	13,122,503	7.8%
Financial derivatives contracts	15,948,708	13,100,269	3,829,988	242.0%
Interbank borrowings	6,639,255	5,453,484	1,835,305	197.1%
Issued debt instruments	11,495,256	9,442,203	8,935,664	5.7%
Other financial liabilities	160,779	132,064	209,927	(37.1%)
Leasing contract obligations	182,594	149,983	151,562	(1.0%)
Current taxes	68,534	56,294	4,674	1104.4%
Deferred taxes	129,526	106,393	39,265	171.0%
Provisions	322,257	264,702	212,022	24.8%
Other liabilities	1,928,924	1,584,418	923,870	71.5%
Total Liabilities	69,797,815	57,331,925	38,700,505	48.1%
Equity				
Capital	1,085,102	891,303	891,303	0.0%
Reserves	2,851,213	2,341,986	2,159,783	8.4%
Valuation adjustments	66,588	54,695	26,108	109.5%
Retained Earnings:	00,388	34,033	20,100	103.370
Retained earnings from prior years	201,641	165,628		%
Income for the period	278,638	228,873	296,662	(22.9%)
Minus: Provision for mandatory dividends			(88,999)	
Total Shareholders' Equity	(83,591)	(68,662)		(22.9%)
Non-controlling interest	4,399,590	3,613,823	3,284,857	10.0%
	98,606	80,995	46,589	73.9%
Total Equity	4,498,196	3,694,818	3,331,446	10.9%
Total Liabilities and Equity	74,296,010	61,026,743	42,031,951	45.2%
	7-7250,010	01,010,743	,001,001	75.270

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

	Jun-20	Jun-20	Jun-19	Jun-20/Jun-19
	US\$ Ths1	Ch\$ Mi	illion	% Chg.
Interest income	1,403,886	1,153,152	1,136,862	1.4%
Interest expense	(468,115)	(384,510)	(443,786)	(13.4%)
Net interest income	935,771	768,642	693,076	10.9%
Fee and commission income	276,317	226,967	244,727	(7.3%)
Fee and commission expense	(109,937)	(90,302)	(106,078)	(14.9%)
Net fee and commission income	166,381	136,665	138,649	(1.4%)
Net income (expense) from financial operations	263,052	216,071	22,911	843.1%
Net foreign exchange gain	(141,224)	(116,001)	64,950	(278.6%)
Total financial transactions, net	121,829	100,070	87,861	13.9%
Other operating income	14,535	11,939	9,947	20.0%
Net operating profit before provisions for loan losses	1,238,515	1,017,316	929,533	9.4%
Provision for loan losses	(357,844)	(293,933)	(152,622)	92.6%
Net operating profit	880,671	723,383	776,911	(6.9%)
Personnel salaries and expenses	(246,630)	(202,582)	(199,308)	1.6%
Administrative expenses	(155,593)	(127,804)	(120,665)	5.9%
Depreciation and amortization	(67,288)	(55,270)	(51,679)	6.9%
Op. expenses excl. Impairment and Other operating expenses	(469,511)	(385,656)	(371,652)	3.8%
Impairment of property, plant and equipment	(777)	(638)	-	%
Other operating expenses	(55,951)	(45,958)	(30,831)	49.1%
Total operating expenses	(526,238)	(432,252)	(402,483)	7.4%
Operating income	354,433	291,131	374,428	(22.2%)
Income from investments in associates and other companies	726	596	543	9.8%
Income before tax	355,158	291,727	374,971	(22.2%)
Income tax expense	(74,659)	(61,325)	(79,440)	(22.8%)
Net income from ordinary activities	280,499	230,402	295,531	(22.0%)
Net income discontinued operations <sup>2</sup>	-	-	1,699	(100.0%)
Net consolidated income	280,499	230,402	297,230	(22.5%)
Net income attributable to:				
Non-controlling interest	1,861	1,529	568	169.2%
Net income attributable to equity holders of the Bank	278,638	228,873	296,662	(22.9%)



	2Q20	2Q20	1Q20	2Q19	2Q20/2Q19	2Q20/1Q20
	US\$ Ths <sup>1</sup>		Ch\$ Million		% (	chg.
Interest income	624,200	512,718	640,434	676,111	(24.2%)	(19.9%)
Interest expense	(161,158)	(132,375)	(252,135)	(305,736)	(56.7%)	(47.5%)
Net interest income	463,042	380,343	388,299	370,375	2.7%	(2.0%)
Fee and commission income	123,347	101,317	125,650	123,361	(17.9%)	(19.4%)
Fee and commission expense	(47,549)	(39,057)	(51,245)	(55,387)	(29.5%)	(23.8%)
Net fee and commission income	75,797	62,260	74,405	67,974	(8.4%)	(16.3%)
Net income (expense) from financial operations	73,505	60,377	155,694	191,421	(68.5%)	(61.2%)
Net foreign exchange gain	20,509	16,846	(132,847)	(142,405)	(111.8%)	(112.7%)
Total financial transactions, net	94,014	77,223	22,847	49,016	57.5%	238.0%
Other operating income	6,730	5,528	6,411	4,791	15.4%	(13.8%)
Net operating profit before provisions for	0,730	3,320	0,411	7,751	15.470	(13.070)
loan losses	639,584	525,354	491,962	492,156	6.7%	6.8%
Provision for loan losses	(232,607)	(191,063)	(102,870)	(76,348)	150.3%	85.7%
Net operating profit	406,977	334,291	389,092	415,808	(19.6%)	(14.1%)
Personnel salaries and expenses	(125,089)	(102,748)	(99,834)	(104,751)	(1.9%)	2.9%
Administrative expenses	(78,135)	(64,180)	(63,624)	(61,329)	4.6%	0.9%
Depreciation and amortization	(33,548)	(27,556)	(27,714)	(25,516)	8.0%	(0.6%)
Op. expenses excl. Impairment and Other	(0001)	(101.00)	(404.470)	(404 =06)	. ==:	4 = 2/
operating expenses	(236,771)	(194,484)	(191,172)	(191,596)	1.5%	1.7%
Impairment of property, plant and equipment	-	-	(638)	-	%	(100.0%)
Other operating expenses	(30,315)	(24,901)	(21,057)	(16,666)	49.4%	18.3%
Total operating expenses	(267,087)	(219,385)	(212,867)	(208,262)	5.3%	3.1%
Operating income	139,890	114,906	176,225	207,546	(44.6%)	(34.8%)
Income from investments in associates and other companies	558	458	138	257	78.2%	231.9%
Income before tax	140,448	115,364	176,363	207,803	(44.5%)	(34.6%)
Income tax expense	(36,252)	(29,777)	(31,548)	(37,294)	(20.2%)	(5.6%)
Net income from ordinary activities	104,196	85,587	144,815	170,509	(49.8%)	(40.9%)
Net income discontinued operations <sup>2</sup>	-	-	-	1,699	(100.0%)	%
Net consolidated income	104,196	85,587	144,815	172,208	(50.3%)	(40.9%)
Net income attributable to:						
Non-controlling interest	886	728	801	339	114.7%	(9.1%)
Net income attributable to equity holders of	102 240	94.050	144.044	171 222	/FO 40/\	(44.40/)
the Bank	103,310	84,859	144,014	171,232	(50.4%)	(41.1%)



## **Annexes: Key Indicators**

Profitability and efficiency	06M20	06M19	Change bp
Net interest margin (NIM) <sup>1</sup>	4.0%	4.1%	(16)
Efficiency ratio <sup>2</sup>	39.7%	41.4%	(165)
Return on avg. equity	13.0%	18.2%	(518)
Return on avg. assets	0.8%	1.5%	(67)
Core Capital ratio	10.0%	10.4%	(45)
BIS ratio	14.6%	13.1%	144
Return on RWA	1.3%	1.9%	(61)
Asset quality ratios (%)	Jun-20	Jun-19	Change bp
NDI ratio3	1.00/	1.00/	2

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

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

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

<sup>1.</sup> NIM = Net interest income annualized divided by interest earning assets.

<sup>5.</sup> Provision expense annualized divided by average loans.



<sup>2.</sup> 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.

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

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

# 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





