

# Itaú CorpBanca | Disclaimers



Itaú CorpBanca is the entity resulting from the merger of Banco Itaú Chile (Itaú Chile) with and into CorpBanca on April 1, 2016 ("the Merger"). After the Merger, the surviving entity's name changed to "Itaú CorpBanca". The legal acquisition of Itaú Chile by CorpBanca is deemed a reverse acquisition pursuant to standard N° 3 of the International Financial Reporting Standards (or IFRS). Itaú Chile (the legal acquiree) is considered the accounting acquirer and CorpBanca (the legal acquirer) is considered the accounting acquiree for accounting purposes. Therefore, in accordance with IFRS after the date of the Merger, Itaú CorpBanca's historical financial information (i) reflects Itaú Chile - and not CorpBanca - as the predecessor entity of Itaú CorpBanca, (ii) includes Itaú Chile's historical financial information, and (iii) does not include CorpBanca's historical financial information.

Additionally, after the Merger our investment in SMU Corp S.A. ("SMU Corp") was no longer considered strategic. Therefore the status of the investments changed to "available for sale" for accounting purposes. In 2016 management estimated that the sale of Itaú CorpBanca's investment in SMU Corp was highly likely¹. Therefore, in accordance with standard N° 5 of IFRS as of June 30, 2016 SMU Corp ceased to be consolidated in the Financial Statements of Itaú CorpBanca. SMU Corp was a joint venture with SMU S.A. —SMU is a retail business holding company controlled by CorpGroup— whose sole an exclusive purpose was the issuance, operation and management of "Unimarc" credit cards to customers of supermarkets associated whit SMU.

In order to allow for comparison with previous periods, historical pro forma data of the consolidated combined results of Itaú Chile and CorpBanca deconsolidating our subsidiary SMU Corp S.A. (which is no longer considered strategic as of this quarter) and excluding non-recurring events for the periods prior to the second quarter of 2016 is presented in this Management Discussion & Analysis presentation. The pro forma income statement has been calculated as if the Merger occurred on January 1, 2015. The pro forma information presented here is based on (i) the combined consolidated historical unaudited Financial Statements of each of CorpBanca and Banco Itaú Chile as filed with the "Superintendencia de Bancos e Instituciones Financieras" ("SBIF"), (ii) the deconsolidation of SMU Corp unaudited Financial Statements as filed with the SBIF and (iii) the exclusion of non-recurring events.

The pro forma combined financial information included in this presentation is provided for illustrative purposes only, and does not purport to represent what the actual combined results of Itaú Chile and CorpBanca could have been if the acquisition occurred as of January 1, 2015.

<sup>1</sup> On January 30, 2017 Itaú CorpBanca announced the transfer all of its shares in SMU Corp. S.A



# **Agenda**

- I. Investment Case
- II. Financials
- III. Integration Milestones
- IV. Goals 2020
- V. Appendix



# **Itaú CorpBanca | Investment Case**



1

Solid Macroeconomic Fundamentals

### Solid Macroeconomic Fundamentals and Expanding Banking Sector

- Chile is one of the most developed economies in Latin America, sustained by solid macroeconomic fundamentals
- Chile has one of the best sovereign ratings and among the lowest CDS spreads in Latin America
- Colombia is also an attractive market with a diversify economy
- The Chilean and the Colombian banking sectors have achieved high profitability and healthy assets quality with effective regulatory oversight
- LatAm Banking Sector has potential to achieve further growth, particularly in the underpenetrated retail segments

Unique Control

### Unique control and support from a leading institution

- Itaú Unibanco is the largest private financial institution in Brazil and a premier LatAm franchise
- Itaú CorpBanca benefits from the strength of a ~US\$67.3 BN¹ market cap partner in its existing markets while enhancing opportunities for growth abroad
- Opportunity to leverage Itaú Unibanco's strong global client relationships successful managing model
- Itaú CorpBanca will be able to expand its banking products' offering through segmentation and digitalization

3

Banking Platform with Larger Scale

Support

### Emergence of a leading banking platform in Chile and Colombia

- Greater scale and resources to grow and compete more effectively in Chile and Colombia
- Enhanced footprint in Chile and Colombia create a platform to expand in the region, particularly into Peru and Central America
- 4th largest private bank in Chile and 5th largest banking group in Colombia by total loans<sup>2</sup>

4

Positive Impact to Itaú CorpBanca

### Itaú CorpBanca will have a stronger financial profile and greater earnings power

- Estimated pre-tax cost synergies of approximately US\$100MM per year on a fully phased-in basis and total one-time integration costs of approximately US\$85MM to occur during the first 3 years
- Improved funding profile and potential for revenue synergies
- Additional cross-selling opportunities
- Improved capital position opens room for further loan growth

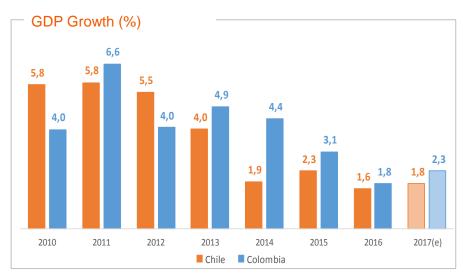
<sup>1-</sup> As of December 31, 2016. Source (Bloomberg)

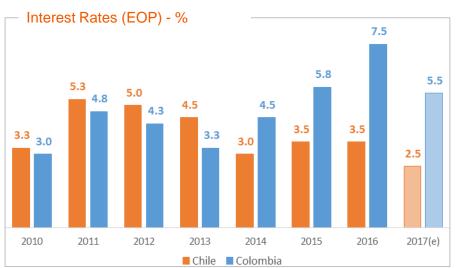
<sup>2 –</sup> Rankings based on gross loans as reported to the SBIF, excluding loans from CorpBanca Colombia, and SFC. Source: Companies financials.

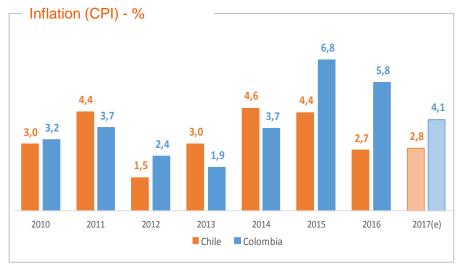


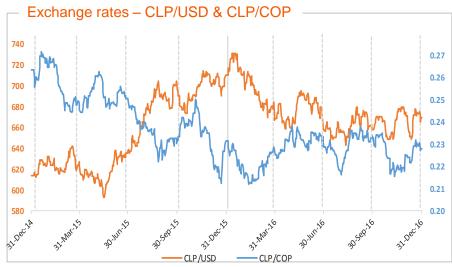
# **Global Macroeconomic Backdrop**













# 1 LatAm | Banking Sector

4.7% 2.1% 1.9%

4.8% 3.0% 2.6% 3.3% 2.5% 2.5%

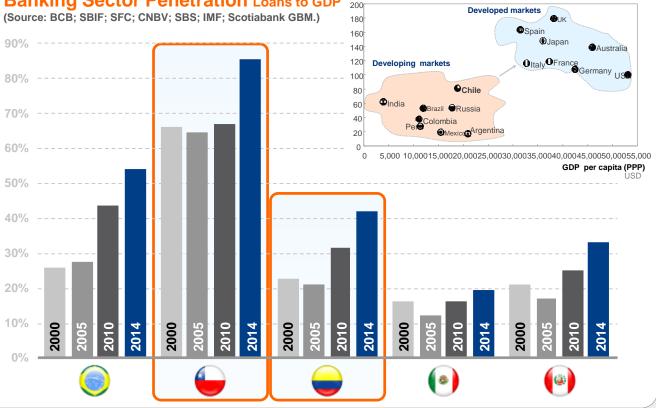
> 5.8% 3.3%

3.2%



Penetration, Size, Concentration, Capitalization, and Government Share As of September 30, 2015, unless otherwise stated Chile Colombia Mexico Population (2014) in million 18 48 120 31 203 **Banking sector** - Penetration, loans to GDP (2014) 85.5% 54.7% 42.2% 19.5% 33.5% Loan penetration **GDP Growth. Banking Sector Penetration Loans to GDP Developed markets** (Source: BCB; SBIF; SFC; CNBV; SBS; IMF; Scotiabank GBM.) **Real YoY** 180 Spain 160 (Source: Bloomberg: 140 BCB; Banco Central de Oltaly OF rance Germany US 120 **Developing markets** Chile; Banco de la República: Banxico: Chile BCRP: Scotiabank GBM.) 60 Brazil Russia 3.3% -3.8% 20 -3.5%







# 1 LatAm | Banking Sector



Penetration,	Size,	Concentration,	Capitalization,
and Governn	nent S	Share	



203

1,802









As	ot	Septemb	er 30,	2015,	unless	otherwise	stated

Population (2)	14) in million
----------------	----------------

**Brazil** Chile

Mexico

120

463

## **Banking sector**

_	Penetration,	loans to	GDP	(2014)

_	Lending	market size	total	loans.	US\$BN
		1110112010110		ourio,	

_	Total	accote	cizo	US\$BN
	- I Otal	assets	SIZE.	UODDIN

And the second	J.
	1
Chile	•

Colombia

31

108

_	Penetration.	loans to	GDP	(2014)

_	Lendir	ng mark	ket size,	total	loans,	<b>US\$BN</b>
---	--------	---------	-----------	-------	--------	---------------

-	Tota	lassets	size,	US\$BN
---	------	---------	-------	--------

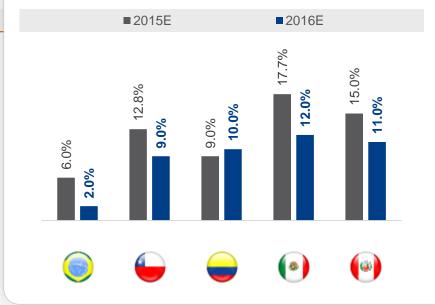
18	48

727	194	111	216	68
54.7%	85.5%	42.2%	19.5%	33.5%

159

# **Nominal Loan Growth**

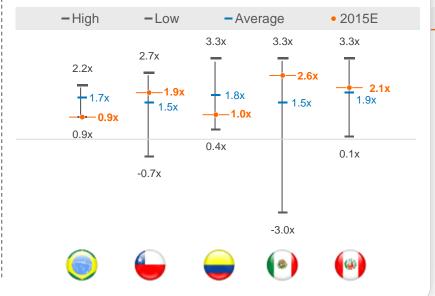
(Source: BCB; SBIF; SBC; CNBV; SBS; Scotiabank GBM.)



### **Loan Growth Multiplier**

282

Nominal Loan Growth to Nominal GDP Growth over the Past 10 Years (Source: BCB; SBIF; SBC; CNBV; SBS; IMF; Scotiabank GBM.)



# **Itaú CorpBanca | Investment Case**



1

Solid Macroeconomic Fundamentals

### Solid Macroeconomic Fundamentals and Expanding Banking Sector

- Chile is one of the most developed economies in Latin America, sustained by solid macroeconomic fundamentals
- Chile has one of the best sovereign ratings and among the lowest CDS spreads in Latin America
- Colombia is also an attractive market with a diversify economy
- The Chilean and the Colombian banking sectors have achieved high profitability and healthy assets quality with effective regulatory oversight
- LatAm Banking Sector has potential to achieve further growth, particularly in the underpenetrated retail segments

2

Unique Control and Support

### Unique control and support from a leading institution

- Itaú Unibanco is the largest private financial institution in Brazil and a premier LatAm franchise
- Itaú CorpBanca benefits from the strength of a ~US\$67.3 BN¹ market cap partner in its existing markets while enhancing opportunities for growth abroad
- Opportunity to leverage Itaú Unibanco's strong global client relationships successful managing model
- Itaú CorpBanca will be able to expand its banking products' offering through segmentation and digitalization

3

Banking Platform with Larger Scale

### Emergence of a leading banking platform in Chile and Colombia

- Greater scale and resources to grow and compete more effectively in Chile and Colombia
- Enhanced footprint in Chile and Colombia create a platform to expand in the region, particularly into Peru and Central America
- 4th largest private bank in Chile and 5th largest banking group in Colombia by total loans<sup>2</sup>

4

Positive Impact to Itaú CorpBanca

### Itaú CorpBanca will have a stronger financial profile and greater earnings power

- Estimated pre-tax cost synergies of approximately US\$100MM per year on a fully phased-in basis and total one-time integration costs of approximately US\$85MM to occur during the first 3 years
- Improved funding profile and potential for revenue synergies
- Additional cross-selling opportunities
- Improved capital position opens room for further loan growth

<sup>1-</sup> As of December 31, 2016. Source (Bloomberg)

<sup>2 –</sup> Rankings based on gross loans as reported to the SBIF, excluding loans from CorpBanca Colombia, and SFC. Source: Companies financials.



# 2 Itaú Unibanco | At a Glance



### Leading position in Brazil through key competitive strengths

- US\$ 67.3 billion market cap <sup>1</sup>
- 94.779 employees in Brazil and abroad
- 5.103 branches and CSBs in Brazil and abroad
- 46,175 ATMs in Brazil and abroad
- Brazilian multinational bank
- Major provider of finance for the expansion of Brazilian companies
- Among the best talent pool in the Brazilian financial system
- For the 13th consecutive time Itaú Unibanco was elected by the Interbrand consultancy the most valuable brand in Brazil (R\$ 26.6 billion in 2016)

### Global Footprint of Brazil's Top Private Sector Bank | as of December 31, 2016



### Financial Highlights and Ratios

As of and for the quarter ended December 31, 2016

### **Highlights**

Total Assets	BRL 1,425.6 Blr
Total Loans <sup>1</sup>	BRL 562.0 Bln
Stockholders' Equity	BRL 115.6 Bln
Recurring Net Income 2016 <sup>2</sup>	BRL 22.1 Bln
Recurring Net Income 4Q16 <sup>3</sup>	BRL 5.8 Bln
Long Term Foreign Currency	Moody´s: Ba3
(Itaú Unibanco Holding)	Fitch: BB+

### **Financial Ratios**

Recurring ROE 2016⁴	20.3%
Recurring ROE 4Q16⁵	20.7%
Efficiency Ratio 2016 <sup>6</sup>	46.7%
Efficiency Ratio 4Q16 <sup>6</sup>	47.5%
BIS III CET I Ratio <sup>7</sup>	15.8%

<sup>(2)</sup> Represents Net Income adjusted for certain non recurring events described, please refer to

<sup>(3)</sup> Represents Net Income adjusted for certain non recurring events described in the 4016 MD&A - Executive Summary.

<sup>(4)</sup> Calculated using Recurring Net Income / Average Equity. For annualized calculation method, please refer to Historical Series Spreadsheet.

<sup>(5)</sup> Calculated using Recurring Net Income / Average Equity. For annualized calculation method, please refer to the 4016 MD&A - Executive Summary.

<sup>(6)</sup> See "Efficiency Ratio" slides for criteria.

<sup>(7)</sup> This ratio is our current number which considers the phase in regulation. See "Capital

# 2 Itaú Unibanco | Universal Bank<sup>1</sup>



- Approximately 29.3 million credit card accounts and 25.7 million debit card accounts;
- Leader in Brazilian credit card market, extensive number of joint ventures and partnerships with retailers.
- Total portfolio for individuals of R\$ 15.4 billion;
- Lease and finance through over 12 thousand dealers;
- One of the largest players based on direct premiums;
- Association with Porto Seguro for auto and residential insurance:
- The result in 4Q16 totaled R\$ 643 million.
- Small and Medium Enterprises with annual sales up to R\$ 30 million;
- Corporate clients with annual sales from R\$ 30 million to R\$ 200 million.
- Credit Card and Retail and Consumer Real Estate Finance Credit COTOTALE, IB Retail banking and Treasury Vehicles Mnolesale Banking Itaú Unibanco Pension Plans Risk-based Large Insurance pricing model distribution network Latam Leader in Diverse lines performance in of products Brazil and services Intensive use Wealth nent Managenices of technology Middle Company
- 4,537 branches and client service branches and 44,947 ATMs in Brazil;
  - · Premier banking brand in Brazil;
  - Strategically positioned for growth in mortgage market (partnerships with Lopes).
    - Full coverage of corporate clients with annual sales above R\$ 200 million;
    - Leadership in IB products with top positions in major league tables;
    - Treasury operations for the conglomerate.
    - Purpose: to be recognized as "the bank expert in Latin America";
    - Presence in Latin America: Mexico, Colombia, Peru, Paraguay, Chile, Argentina, Uruguay.
  - Total assets under administration of approximately R\$ 890 billion;
  - Leader in Private banking services in Latin America.



# Itaú Unibanco | Joint Ventures and Partnerships with Retailers



# Highlights

- Brazilian market leader in credit card transactions
- Qualification of the client base: proprietary channel x partnerships
- Credit card business comprises:
  - Issuance of cards
  - Acquiring: REDE
  - JVs and partnership with retailers
  - Own brand: Hiper
- Approximately 55.0 million card accounts (4Q16)
  - 29.3 million credit card accounts
  - 25.7 million debit card accounts
- R\$ 99.3 billion in card transactions (4Q16)
  - R\$ 72.7 billion in credit card transactions
  - R\$ 26.6 billion in debit card transactions
- High growth potential in credit card usage in Brazil

# Highlights

JVs and Partnerships

- Focus on credit card instruments
- Long term agreements
- Alignment of incentives



































# 2 Itaú Unibanco | Core Capital Ratio (Common Equity Tier I)



### **Changes in the Core Capital Ratio**

14.0% -0.7% 2.6%

-1.4%

1.4%

-0.6%

0.8%

-0.3%

15.8%

Common Equity Tier I Dec-15

Deductions Increase 2016 Net Income in Accordance with Basel III Schedule

Dividends, Minority Interests Interest on Capital And Other Changes in Stockholders' equity

Goodwill and **Intangible Assets** 

Tax Credits

Credit, Market and Operational Riskweighted Assets

Common Equity Tier I Dec-16

## Full application of Basel III rules | December 31, 2016

15.8%

-1.2%

14.6%

-0.3%

14.3%

-0.4%

13.2%

0.8%

14.0%

Common Equity Tier I (CET I) Dec-16<sup>1</sup>

Deductions Schedule Anticipation <sup>2</sup> CET I with Full **Deductions** 

Risk-weighted **Assets Rules** Anticipation<sup>3</sup>

CET I with Fully Loaded Basel III Rules

Additional Payment of Interest on Capital Scheduled for

Impact of Citibank CET I with Fully Consolidation<sup>4</sup> March 2017

Loaded Basel III Rules after Impact of Citibank Consolidation and Additional Payment of Interest on

Capital

Use of Tax Credits

Simulated CET I with Fully Loaded **Basel III Rules** including the Use of Tax Credits

<sup>1-</sup> The changes in the Core Capital Ratio in 2016 already include the acquisition of the remaining stake in Banco Itaú BMG Consignado; 2- Includes deductions of Goodwill, Intangible Assets (generated before and after October 2013), Tax Credits from Temporary Differences and Tax Loss Carryforwards, Pension Fund Assets, Equity Investments in Financial Institutions, Insurance and similar companies; 3- Includes the increase of the multiplier of the amounts of market risk, operational risk and certain credit risk accounts. This multiplier, which is at 10.1 nowadays, will be 12.5 in 2019; 4— The consolidation of Citibank considers the retail business (for individuals) in Brazil. Estimated impact based on preliminary information and pending regulatory approvals; 5- Does not consider any reversal of complementary allowance for loan losses



# 2 Itaú Unibanco | Efficiency Ratio and Risk-Adjusted Efficiency Ratio Itaú



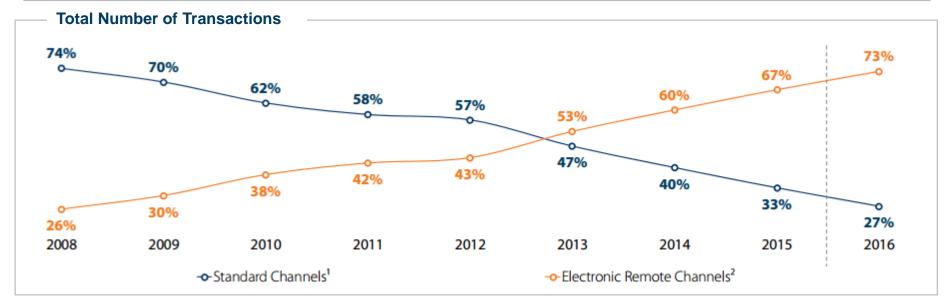


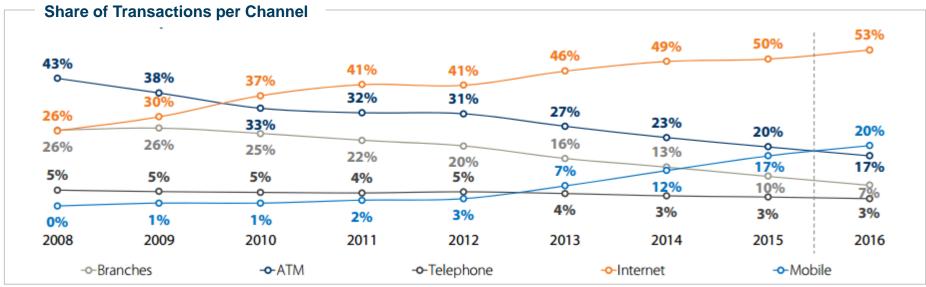




# 2 Itaú Unibanco | Information Technology

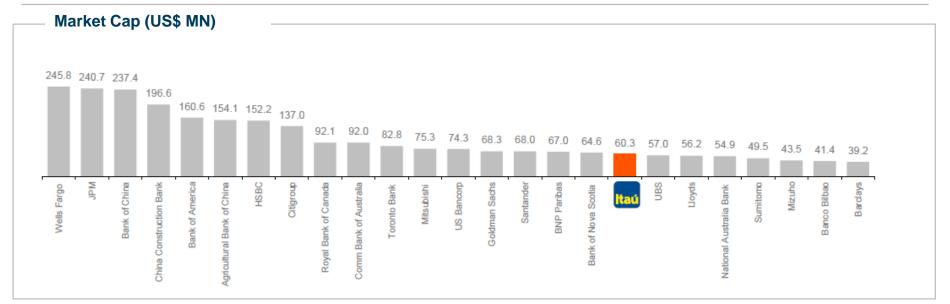


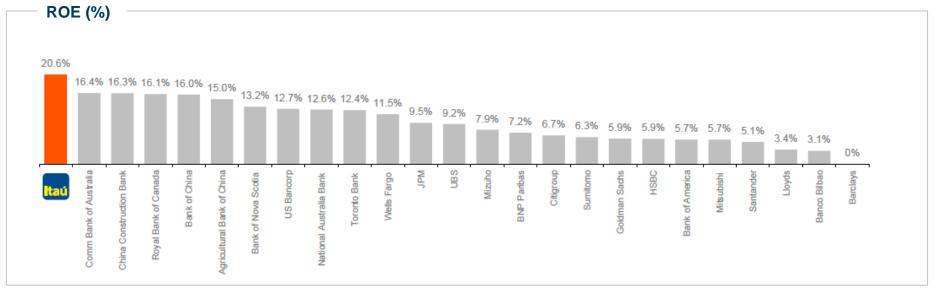




# 2 Itaú Unibanco | Outstanding Position within World's Largest Banks Itaú







# **Itaú CorpBanca | Investment Case**



1

Solid Macroeconomic Fundamentals

### Solid Macroeconomic Fundamentals and Expanding Banking Sector

- Chile is one of the most developed economies in Latin America, sustained by solid macroeconomic fundamentals
- Chile has one of the best sovereign ratings and among the lowest CDS spreads in Latin America
- Colombia is also an attractive market with a diversify economy
- The Chilean and the Colombian banking sectors have achieved high profitability and healthy assets quality with effective regulatory oversight
- LatAm Banking Sector has potential to achieve further growth, particularly in the underpenetrated retail segments

2

Unique Control and Support

### Unique control and support from a leading institution

- Itaú Unibanco is the largest private financial institution in Brazil and a premier LatAm franchise
- Itaú CorpBanca benefits from the strength of a ~US\$67.3 BN¹ market cap partner in its existing markets while enhancing opportunities for growth abroad
- Opportunity to leverage Itaú Unibanco's strong global client relationships successful managing model
- Itaú CorpBanca will be able to expand its banking products' offering through segmentation and digitalization

3

Banking Platform with Larger Scale

### Emergence of a leading banking platform in Chile and Colombia

- Greater scale and resources to grow and compete more effectively in Chile and Colombia
- Enhanced footprint in Chile and Colombia create a platform to expand in the region, particularly into Peru and Central America
- 4th largest private bank in Chile and 5th largest banking group in Colombia by total loans<sup>2</sup>

4

Positive Impact to Itaú CorpBanca

### Itaú CorpBanca will have a stronger financial profile and greater earnings power

- Estimated pre-tax cost synergies of approximately US\$100MM per year on a fully phased-in basis and total one-time integration costs of approximately US\$85MM to occur during the first 3 years
- Improved funding profile and potential for revenue synergies
- Additional cross-selling opportunities
- Improved capital position opens room for further loan growth

<sup>1-</sup> As of December 31, 2016. Source (Bloomberg)

<sup>2 –</sup> Rankings based on gross loans as reported to the SBIF, excluding loans from CorpBanca Colombia, and SFC. Source: Companies financials.

# 3 Itaú CorpBanca | Highlights



### We are the 4th largest private bank in Chile and the 5th banking group in Colombia

# Itaú CorpBanca Regional footprint & main indicators December 31, 2016 <sup>2</sup> 2016 1 2 CorpBanca Colombia CorpBanca Panamá Assets: US\$ 10.1 BN Assets: US\$ 0.8 BN Headcount: 3.675 Headcount: 52 Branches: 174 US\$ 43BN Headcount # Itaú CorpBanca Chile Assets: US\$ 32.6 BN Headcount: 5.904 Branches: 224

<sup>1–</sup> Consolidated information as of December 31, 2016; 2– Figures were converted at an exchange rate of 669.81 CLP/USD; 3– For assets and loans, rankings consider Grupo Aval as the combination of Banco de Bogotá, Occidente, Popular, AV Villas. Source: SBIF



# Itaú CorpBanca | Increases relevance across Latin America

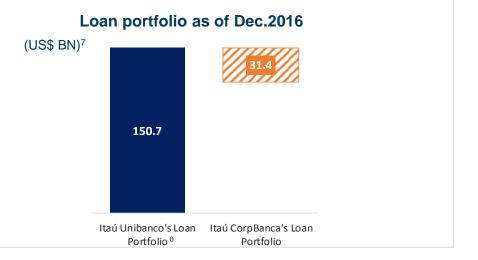


# Itaú CorpBanca is currently the 3<sup>rd</sup> largest bank in Chile. The merger positions Itaú CorpBanca and Itaú LatAm as the 4<sup>th</sup> largest bank in terms of assets within South America (ex-Brazil)





Itaú CorpBanca represents 21% of Itaú Unibanco's consolidated Ioan portfolio<sup>7</sup>



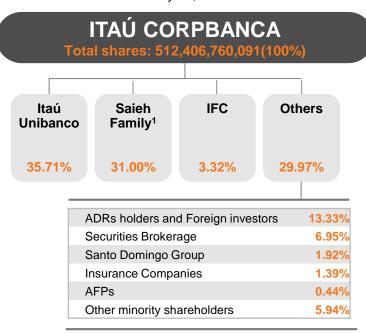
<sup>1 –</sup> Data as of September 30, 2016. Includes Brasil, México, Argentina, Perú, Chile y Colombia; 2 – Includes Argentina, Brasil, Paraguay, Uruguay, Chile y Colombia; 3 – In September 30, 2016 Bradesco begins to consolidate HSBC Brasil in its publication; 4 – Includes Chile y Colombia (Itaú CorpBanca Chile with ~US\$35MMM in assets); 5 – Data as of September 30, 2016. Includes Argentina, México, Perú, Chile y Colombia; 6 – Includes Argentina, Paraguay, Uruguay, Chile y Colombia; 7 – Considering the consolidated loan portfolios of Itaú Unibanco and Itaú CorpBanca reported in their respective 4Q'16 MD&As and a R\$ 3.2591 / US\$ and a Ch\$ 669.81 / US\$ foreign exchange rates as of 31.12.2016; 8 – As of December 31st, 2016, Itaú Unibanco held a 35.71% equity stake in Itaú CorpBanca but as the controlling shareholder, fully consolidates Itaú CorpBanca's Financial Statements.

# **Itaú CorpBanca | Shareholders Structure after Merger**



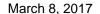
### **Shareholders - % Total share capital**

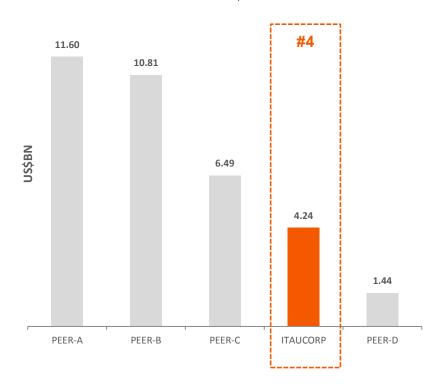
February 28, 2017



<sup>1-</sup> Includes 182,125,023 shares owned by Cía. Inmobiliaria y de Inversiones Saga SpA that are under custody.

### 4th largest Market Cap among Peers







# Itaú CorpBanca | Strong and integrated Corporate Governance



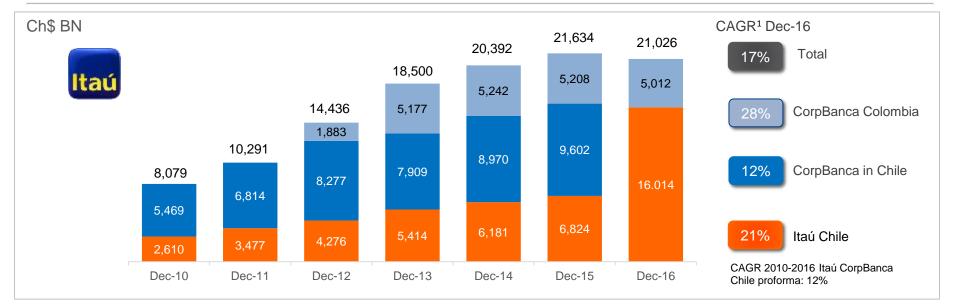


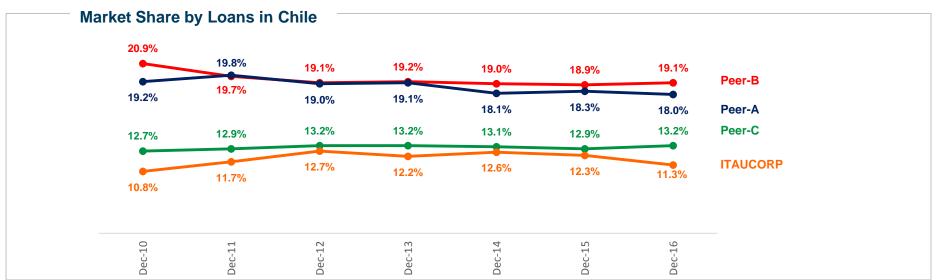
<sup>1 –</sup> Itaú Unibanco and CorpGroup appoint the majority of the members of the board of directors; 2 – Pursuant to the Shareholders Agreement, the Directors appointed by Itaú Unibanco and CorpGroup shall vote together as a single block according to Itaú Unibanco's recommendation.



# 3 Itaú CorpBanca | Loan growth and Market share evolution







# **Itaú CorpBanca | Investment Case**



1

Solid Macroeconomic Fundamentals

### Solid Macroeconomic Fundamentals and Expanding Banking Sector

- Chile is one of the most developed economies in Latin America, sustained by solid macroeconomic fundamentals
- Chile has one of the best sovereign ratings and among the lowest CDS spreads in Latin America
- Colombia is also an attractive market with a diversify economy
- The Chilean and the Colombian banking sectors have achieved high profitability and healthy assets quality with effective regulatory oversight
- LatAm Banking Sector has potential to achieve further growth, particularly in the underpenetrated retail segments

Unique Control and

### Unique control and support from a leading institution

- Itaú Unibanco is the largest private financial institution in Brazil and a premier LatAm franchise
- Itaú CorpBanca benefits from the strength of a ~US\$67.3 BN¹ market cap partner in its existing markets while enhancing
  opportunities for growth abroad
- Opportunity to leverage Itaú Unibanco's strong global client relationships successful managing model
- Itaú CorpBanca will be able to expand its banking products' offering through segmentation and digitalization.

3

Banking Platform with Larger Scale

Support

### Emergence of a leading banking platform in Chile and Colombia

- Greater scale and resources to grow and compete more effectively in Chile and Colombia
- Enhanced footprint in Chile and Colombia create a platform to expand in the region, particularly into Peru and Central America
- 4th largest private bank in Chile and 5th largest banking group in Colombia by total loans<sup>2</sup>

4

Positive Impact to Itaú CorpBanca

### Itaú CorpBanca will have a stronger financial profile and greater earnings power

- Estimated pre-tax cost synergies of approximately US\$100MM per year on a fully phased-in basis and total one-time integration costs of approximately US\$85MM to occur during the first 3 years
- Improved funding profile and potential for revenue synergies
- Additional cross-selling opportunities
- Improved capital position opens room for further loan growth

<sup>1-</sup> As of December 31, 2016. Source (Bloomberg)

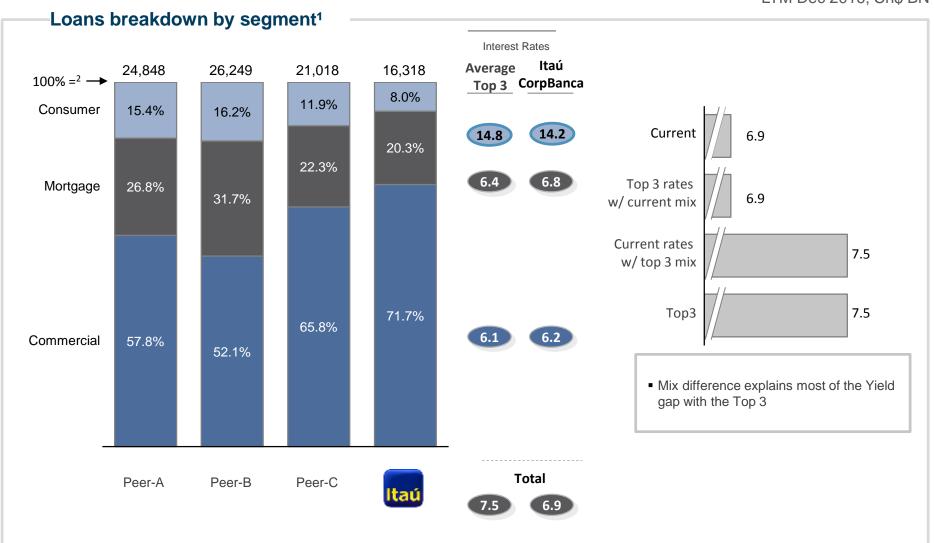
<sup>2 –</sup> Rankings based on gross loans as reported to the SBIF, excluding loans from CorpBanca Colombia, and SFC. Source: Companies financials.



# 4 Itaú CorpBanca | Business Mix



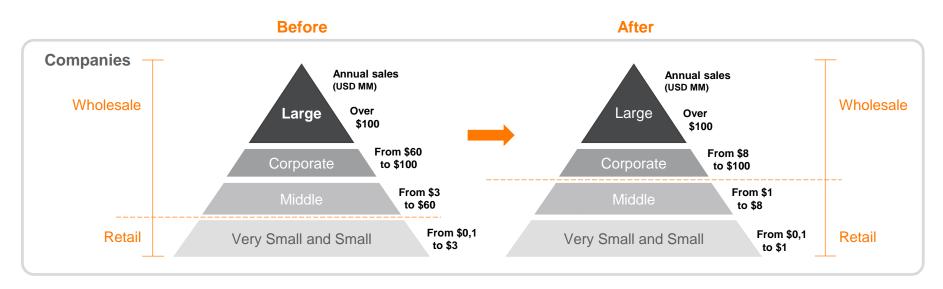
LTM Dec 2016, Ch\$ BN

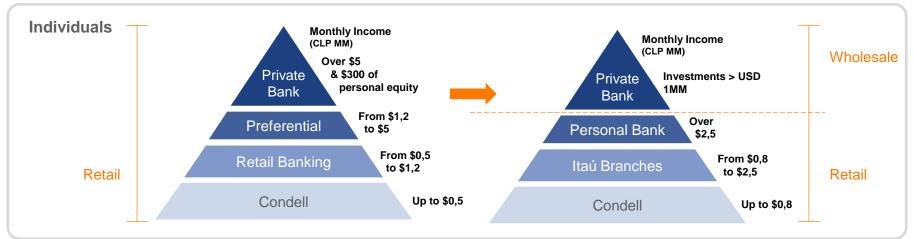




# 4 Itaú CorpBanca | Current scale allows for better segmentation









# 4 Itaú CorpBanca | Business Mix: An opportunity for a Digital Strategy Itaú

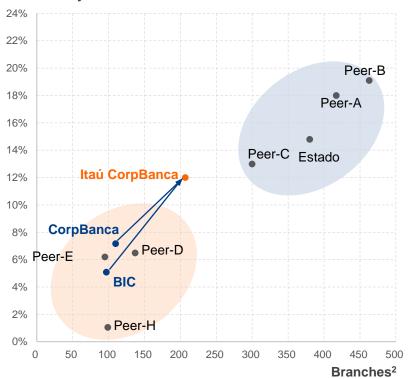


### Top players have a large branch network, with significant expenses related

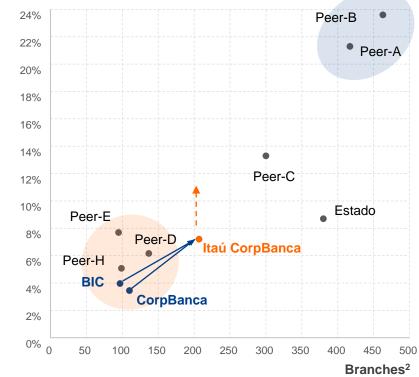
The merger doubles the footprint of the new bank

Itaú CorpBanca departs from the previous peer group

### Market Share<sup>1</sup> by Total Loans







As of December 31, 2015



# 4 Itaú CorpBanca | A proven franchise and digital banking model



# Franchise, Products, Channels Sales and market information Retail Banking

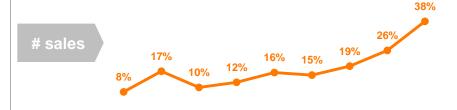


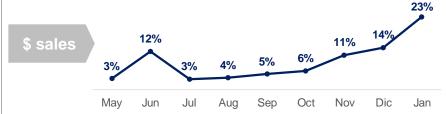




### **Digital Banking**

### Share of sales on digital channels / total retail sales



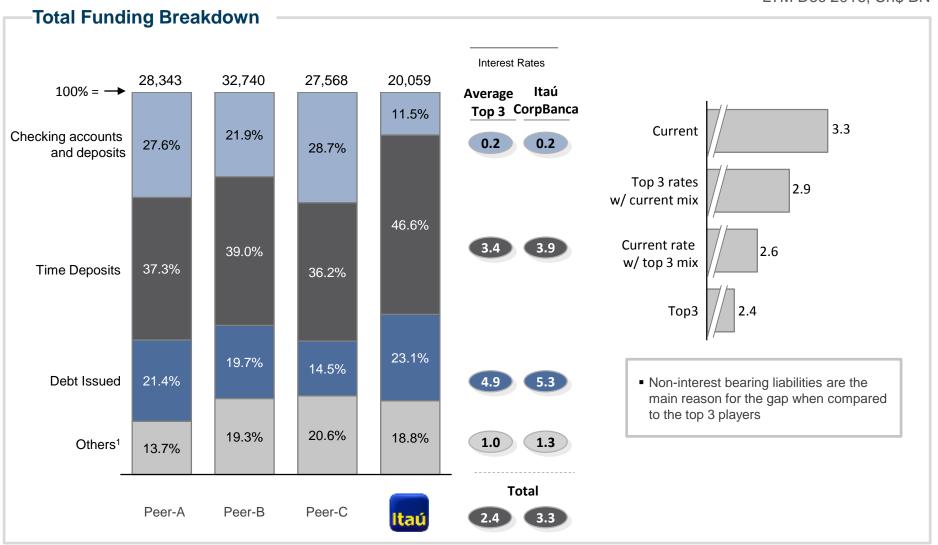




# 4 Itaú CorpBanca | Funding Mix



LTM Dec 2016, Ch\$ BN

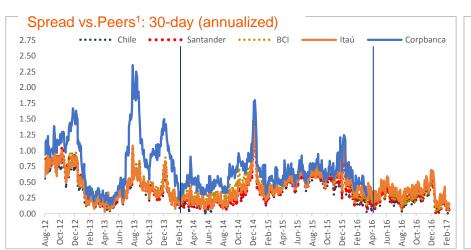


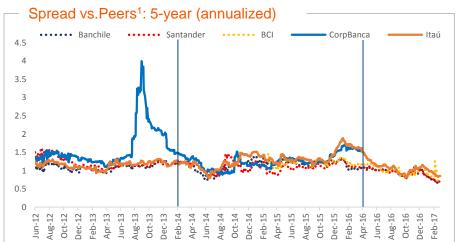


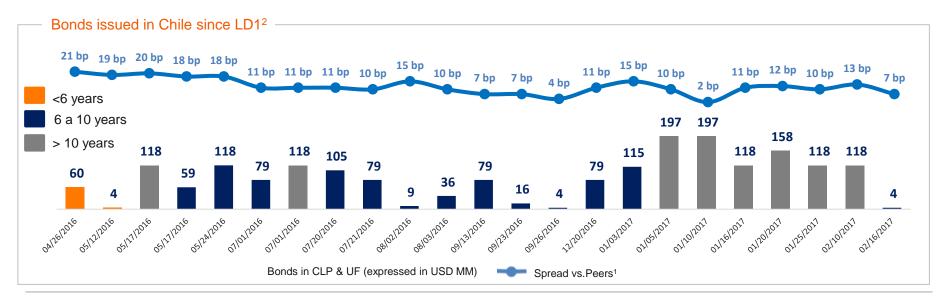
# 4 Itaú CorpBanca | Debt Spread Evolution



### Itaú CorpBanca has presented a noticeable convergence to peers





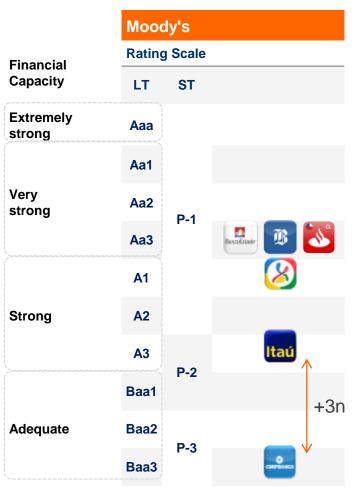


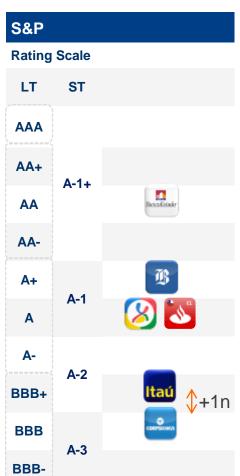


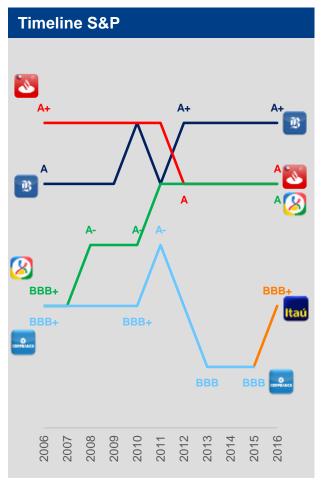
# Rating upgrades in 2016 contribute to further reduction in cost of funds that



### **Current International Ratings**









# **Agenda**

- I. Investment Case
- **II. Financials**
- III. Integration Milestones
- IV. Goals 2020
- V. Appendix



# Financials | Managerial Recurring Net Income (Reconciliation)



in million of Chilean Pesos	4Q'16	3Q'16	4Q'15	2016	2015
Net Income Attributable to Shareholders (Accounting)	-51.862	19.239	37.705	2.059	104.336
(+) Pro Forma consolidation effects	-	-	43.139	-25.939	202.319
Pro Forma Net Income Attributable to Shareholders	-51.862	19.239	80.844	-23.880	306.655
(-) Non-Recurring Events	2.351	11.609	17.769	62.710	43.596
(a) Restructuring costs	11.033	6.819	-	45.290	-
(b) Transaction costs	-	-	7.485	-	31.746
(c) Regulatory / merger effects on loan loss provisions	6.321	-	-	19.440	-
(d) SBIF fine	-	-	21.765	-	21.765
(e) Loan loss provisions adjustments	-29.764	-	-8.157	-29.764	-8.157
(f) Amortization of intangibles from business combinations	8.725	8.768	3.484	29.573	14.475
(g) Accounting adjustments	9.670	288	-	20.034	-
(h) Sale / revaluation of investments in companies	-1.505	-	-7.694	-1.505	-7.694
Tax effects	-2.129	-4.266	886	-20.357	-8.539
Recurring Net Income Attributable to Shareholders (Managerial)	-49.511	30.848	98.613	38.830	350.251

### **Non-Recurring Events**

- (a) Restructuring costs: One-time integration costs.
- (b) Transactions costs: Costs related to the closing of the merger between Banco Itaú Chile and CorpBanca, such as investment banks, legal advisors, auditors and other related expenses.
- (c) Regulatory / merger effects on loan loss provisions: Effects of one-time provisions for loan losses due to new regulatory criteria in 2016 and additional provisions for overlapping customers between Itaú Chile and CorpBanca.
- (d) SBIF fine: Fine imposed by the SBIF which, as instructed by the regulator, was accounted for as an expense impacting 2015 Net Income.
- (e) Loan loss provisions adjustments: Reversal of additional loan loss provisions to the regulatory minimum and provisions accounted through Price Purchase Allocation against Goodwill.
- (f) Amortization of Intangibles from business combinations: Amortization of intangibles generated through business combination, such as costumer relationships.
- (g) Accounting adjustments: Adjustments in light of new internal accounting estimates.
- (h) Sale / revaluation of investments in companies: Refers to the sale of the participation in Sifin S.A. in 2015 and the revaluation of our stake in Credibanco after its conversion into a joint-stock company in 2016, both in Colombia.

# Financials | Managerial Recurring Net Income (Reconciliation)



in million of Chilean Pesos	4Q'16	3Q'16	4Q'15	2016	2015
Net Income Attributable to Shareholders (Accounting)	-50,065	29,975	37,705	11,941	104,336
(+) Pro Forma consolidation effects	-	-	34,761	-26,677	156,210
Pro Forma Net Income Attributable to Shareholders	-50,065	29,975	72,466	-14,736	260,546
(-) Non-Recurring Events	17,936	9,640	16,883	73,512	39,912
(-) Costs of fiscal and economic hedges of the investment in Colombia	6,751	5,325	2,591	19,659	8,927
Recurring Net Income Attributable to Shareholders (Managerial)	-25,377	44,940	91,940	78,435	309,385

in million of Chilean Pesos	4Q'16	3Q'16	4Q'15	2016	2015
Net Income Attributable to Shareholders (Accounting)	-1,797	-10,736	-	-9,882	-
(+) Pro Forma consolidation effects	-	-	8,377	738	46,109
Pro Forma Net Income Attributable to Shareholders	-1,797	-10,736	8,377	-9,144	46,109
(-) Non-Recurring Events	-15,585	1,969	887	-10,802	3,684
(+) Costs of fiscal and economic hedges of the investment in Colombia	-6,751	-5,325	-2,591	-19,659	-8,927
Recurring Net Income Attributable to Shareholders (Managerial)	-24,134	-14,092	6,673	-39,605	40,866

### Managerial reclassifications:

- (a) Cost of Investment Hedge: carry cost of the derivatives used for the economic hedge of the investment in Colombia booked in Chile.
- (b) Cost of Fiscal Hedge: cost of the derivative structure used for the fiscal hedge of the investment in Colombia booked in Chile.

# Financials | Main components of change – 2016 vs 2015



Managerial Recurring Net Income - Consolidated • •





In Ch\$ BN

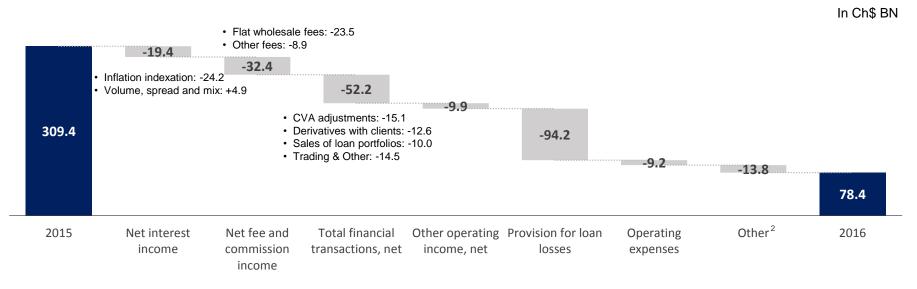


# Financials | Main components of change – 2016 vs 2015<sup>1</sup>



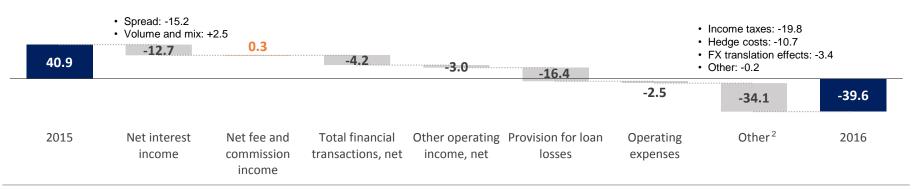
# Managerial Recurring Net Income - Chile





# Managerial Recurring Net Income - Colombia

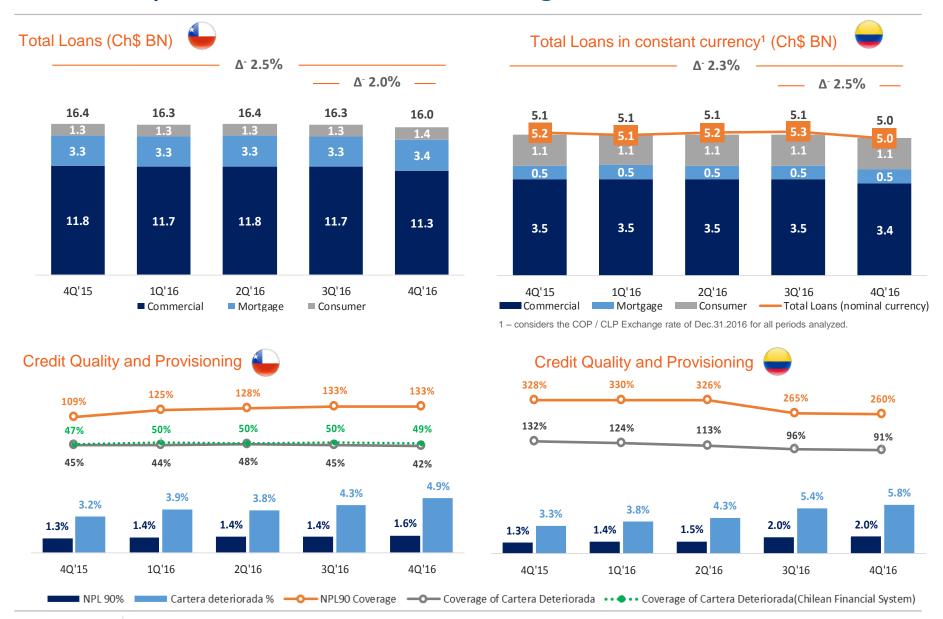




<sup>1 -</sup> Variations per income statement line shown as net of related income taxes, and for Colombia also adjusted for Itaú CorpBanca's share of the subsidiary; 2 - Other results incudes income from investments in other companies, minority interests, as well as costs associated with fiscal and investment hedges, and FX translation effects in the case of Colombia.

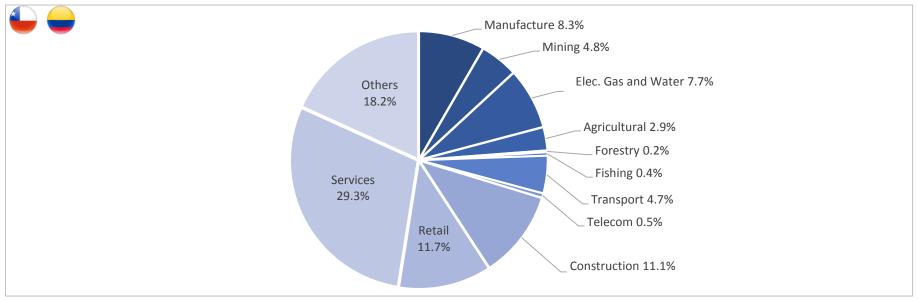
# Financials | Loan Growth and Provisioning

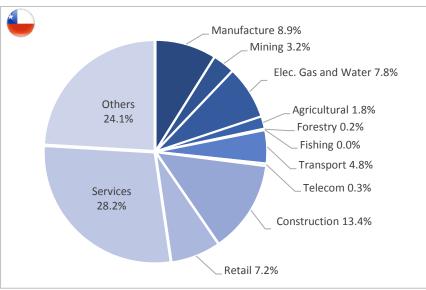


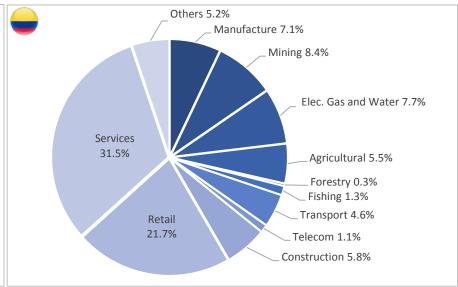


# Financials | Loans breakdown by economic segments<sup>1</sup>





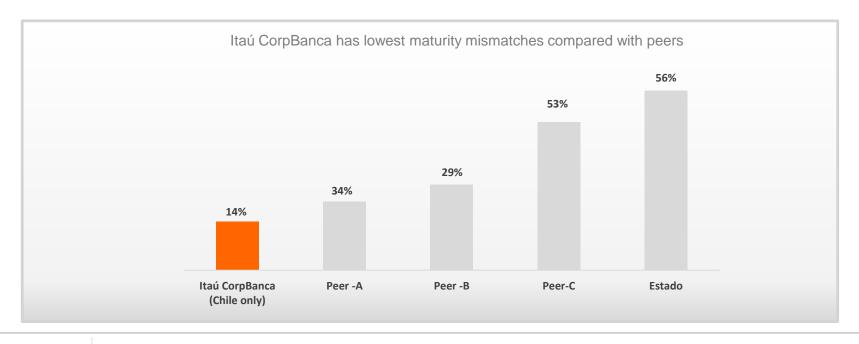




## Financials | Liquidity Risk: Mismatch vs. Peers in Chile



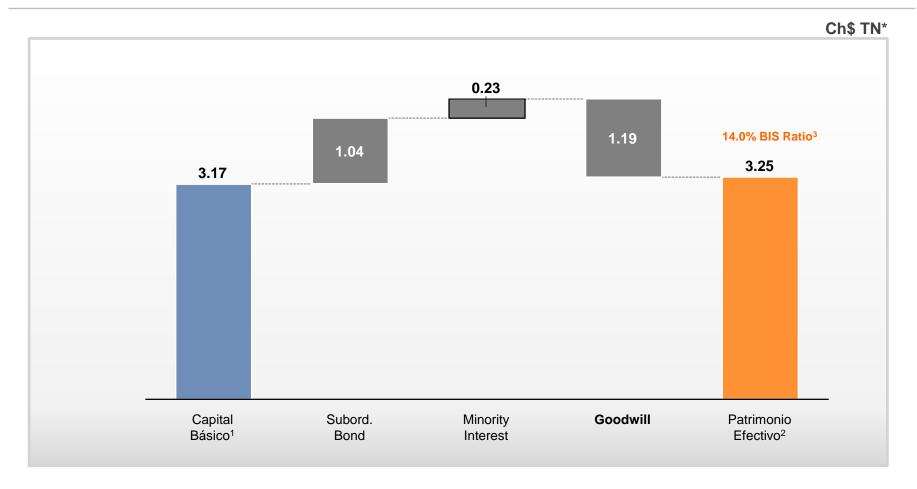
			Adjusted lie	quidity gap	Use	of limit
Ch\$ BN	Límit	Capital Básico¹	Total gap - 30 days	Total gap - 90 days	Total gap - 30 days	Total gap - 90 days
Peer-A	100%	2,881	1,042	1,960	36%	34%
Peer-B	100%	2,847	438	1,670	15%	29%
Peer-C	100%	2,499	1,430	2,643	57%	53%
Estado	100%	1,508	270	1,699	18%	56%
ltaú CorpBanca (Chile only)	100%	3,185	8	904	0%	14%



<sup>1 -</sup> According to SBIF BIS I definitions.

### Financials | Regulatory capital composition





#### Notes:

- 1 Capital Básico = Core Capital, according to SBIF BIS I definitions; includes corresponding adjustments from merger effects of the business combination
- 2 Patrimonio efectivo = Regulatory Capital, according to SBIF BIS I definitions
- 3 BIS ratio = Patrimonio efectivo / RWA, according to SBIF BIS I definitions

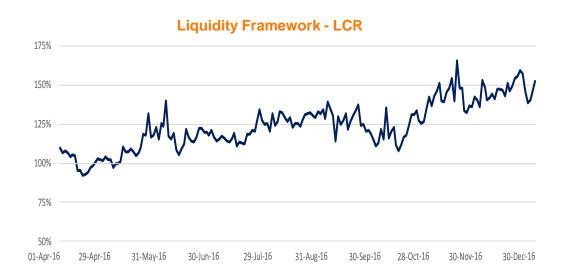
### Financials | Strong liquidity levels and narrowed spread to peers



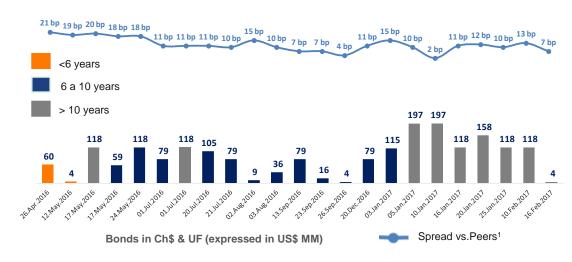
 Liquidity: high liquidity standards are an important driver of our balance sheet management both in Chile and in Colombia.



 Our cost of fund has been converging to peers since LD1.



#### **Bond issuances since LD1**



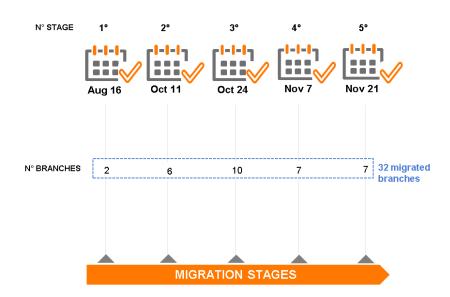
### Financials | Branch migration and IT platform optimization



#### **Integration process**

#### **TOM 3 O&T Integration** Synergies Technological **TOM 2 Migration** integration and implemetarion of best · Customer Migration **TOM 1 LD1** practices (Road Map) · Leveling of functional gaps · Assets and Liabilities Coexistence interfaces · Regulatory Reports (SBIF, SIIBACEN, BRASIL)) · Risks (Credit Risk, Market Risk) · Trading Desk April 2016 June 2016 Time

#### **Migration Calendar**



**TOM** = Target Operating Model



# **Agenda**

- I. Investment Case
- II. Financials
- **III. Integration Milestones**
- IV. Goals 2020
- V. Appendix



### **Itaú CorpBanca | Integration Milestones**



### **Completed**

- 1 Legal Day One and systems integration
- 2 Filing first combined financial statements on May 10, 2016 with SBIF
- 3 Audit review of Quarterly Financial Statements and MD&A Report

### Next steps 4



- 2 Focus on topline and client satisfaction
- 3 Focus on digital strategy
- 4 Implementation of synergies

### Next steps



- 1 Introduction of the Itaú brand (Jun.2017)
- **2** Completion of systems integration (Jun.2018)
- Redefining business models for wholesale and retail



# **Agenda**

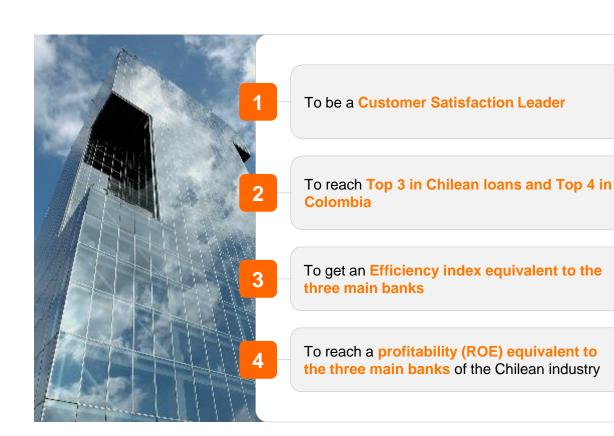
- I. Investment Case
- II. Financials
- III. Integration Milestones
- **IV. Goals 2020**
- V. Appendix

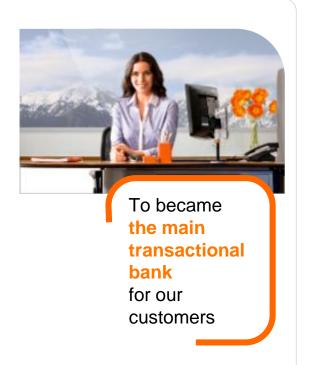


### Itaú CorpBanca | Goals 2020



### Important challenges for next years







# **Agenda**

- Investment Case
- II. Financials
- III. Integration Milestones
- IV. Goals 2020
- V. Appendix



### Itaú CorpBanca | Transaction in Colombia



### CorpBanca Colombia to acquire assets and liabilities of Itaú BBA Colombia



- Postponement of the date for Itaú CorpBanca to purchase the 12.36% stake of CorpGroup in CorpBanca Colombia:
  - The postponement date to purchase is until January 28, 2022
  - The purchase price has not changed (US\$ 3.5367 per share¹)
  - Itaú CorpBanca will carry out commercially reasonable efforts to register an listing CorpBanca Colombia in the Colombian Stock Exchange (CSE)
  - The rational is to create a liquidity mechanism for minorities to sell the stake in the company
- CorpBanca Colombia will acquire Itaú BBA
   Colombia assets and liabilities at their book value<sup>2 3</sup>

<sup>1 -</sup> This amount accrues interest from (and including) August 4, 2015 until (but excluding) the payment date at an annual interest rate equal to Libor plus 2.7%.

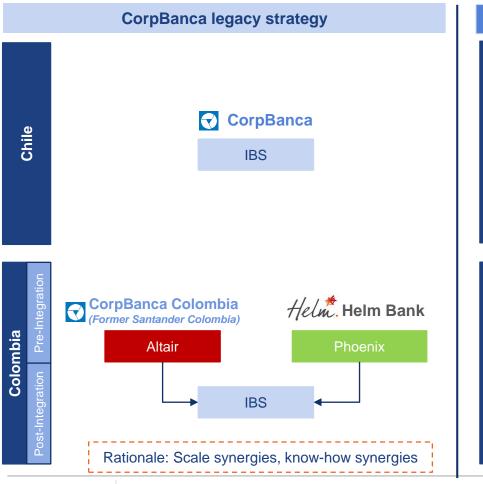
<sup>2 -</sup> Pending on regulatory approvals in Colombia.

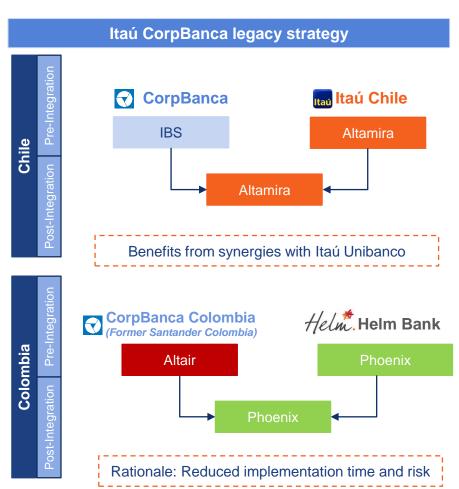
<sup>3 –</sup> Assets book value is COP 263 BN (approximately US\$ 89.5 million) and liabilities book value is COP 92.8 BN (approximately US\$31.6 million). Figures in dollars where converted at an exchange rate of COP2,939.25 /US\$1 as of January 13, 2017.

### Integration in Colombia – Core Banking Legacy System



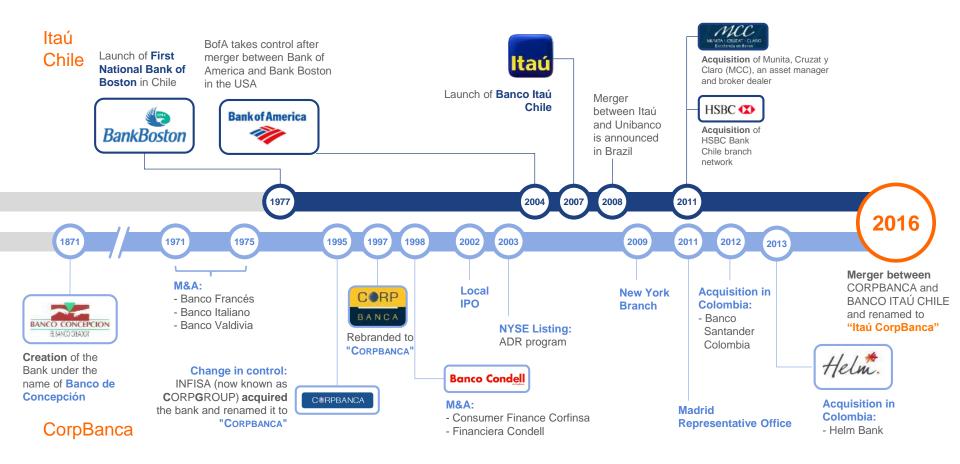
- Itaú CorpBanca's management, after a throughout evaluation, elected Helm Bank's Phoenix platform as the core banking legacy system for Itaú CorpBanca's operation in Colombia.
- This strategy will benefit from reduced implementation time and risk when compared to the previous existing strategy that was based on synergy benefits that do no longer apply in the current scenario.





### **Our Bank | Itaú CorpBanca History**





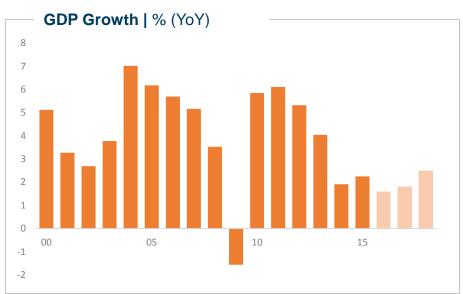
# **Global Macroeconomic Outlook**

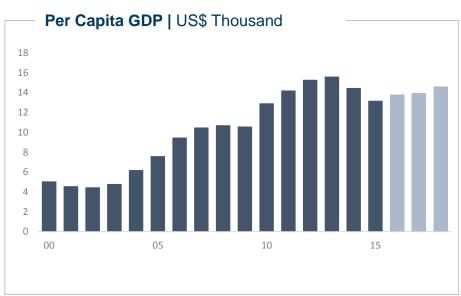


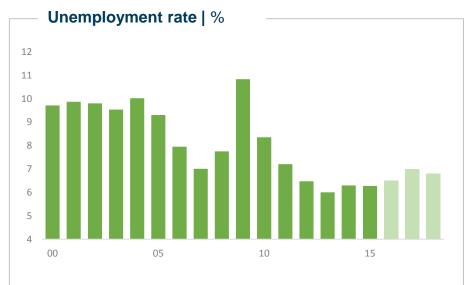
	2011	2012	2013	2014	2015	2016F	2017F	2018F
GDP Growth (%) - World Economy								
World	4.2	3.5	3.3	3.4	3.2	3.1	3.6	3.6
USA	1.6	2.2	1.7	2.4	2.6	1.6	2.3	2.4
Euro Zone	1.6	-0.9	-0.2	1.2	1.9	1.7	1.6	1.3
China	9.5	8.0	7.8	7.3	7.2	6.7	6.4	5.8
Japan	-0.1	1.5	2.0	0.0	1.2	1.1	1.4	1.0
GDP Growth (%) - Latam								
Brazil	4.0	1.9	3.0	0.5	-3.8	-3.6	1.0	4.0
Chile	6.1	5.3	4.0	1.9	2.3	1.6	1.8	2.5
Colombia	6.6	4.0	4.9	4.4	3.1	2.0	2.3	2.8
Inflation (eop, %)								
Brazil (IPCA)	6.5	5.8	5.9	6.4	10.7	6.3	4.1	3.8
Chile	4.4	1.5	3.0	4.6	4.4	2.7	2.8	3.0
Colombia	3.7	2.4	1.9	3.7	6.8	5.8	4.1	3.5
Monetary Policy Rate (eop, %)								
Brazil	11.00	7.25	10.00	11.75	14.25	13.75	8.25	8.25
Chile	5.25	5.00	4.50	3.00	3.50	3.50	2.50	3.25
Colombia	4.75	4.25	3.25	4.50	5.75	7.50	5.50	4.50
Unemployment Rate (avg, %)								
Brazil	-	-	7.2	6.8	8.3	11.3	13.1	13.2
Chile	7.2	6.5	6.0	6.3	6.3	6.5	7.0	6.8
Colombia	10.8	10.4	9.6	9.1	8.9	9.2	8.8	8.5

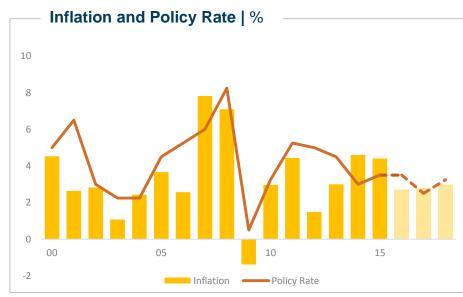
## **Chile | Macroeconomic Outlook**





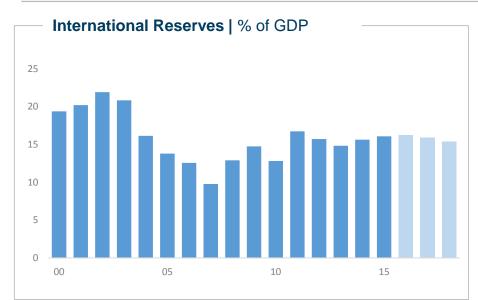


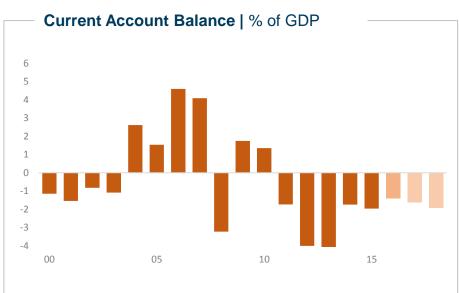


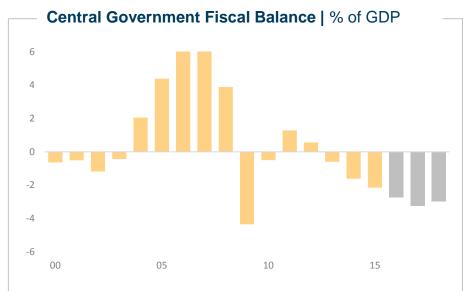


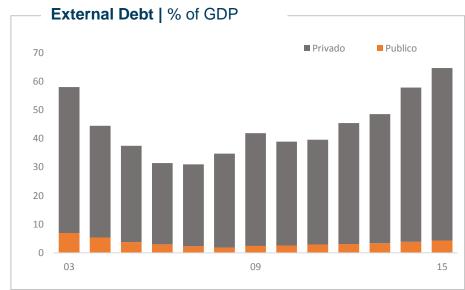
## **Chile | Macroeconomic Outlook**





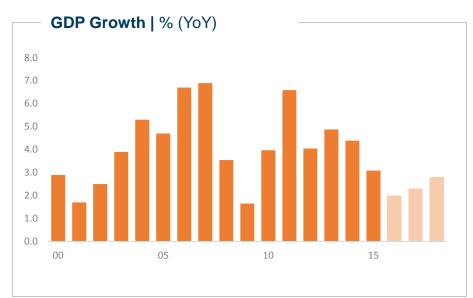


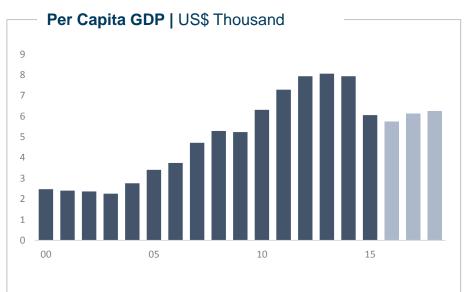


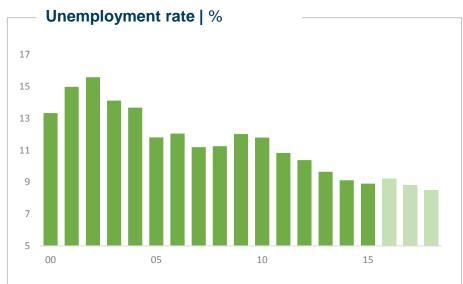


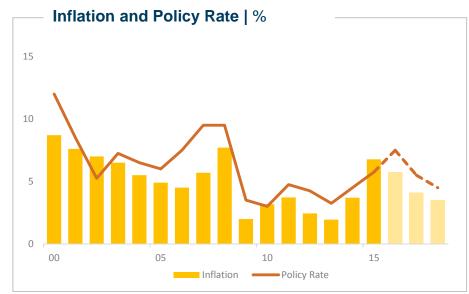
## **Colombia | Macroeconomic Outlook**





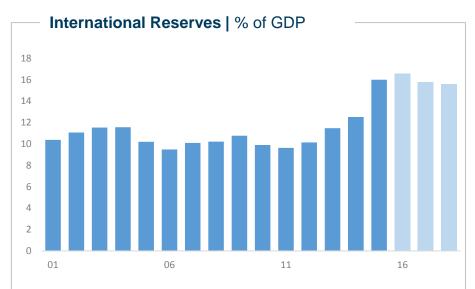


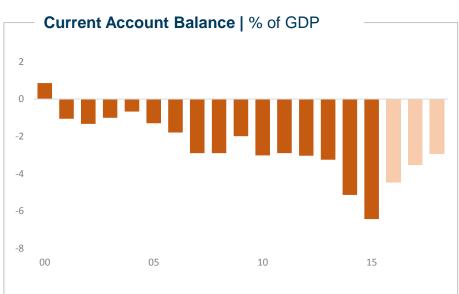


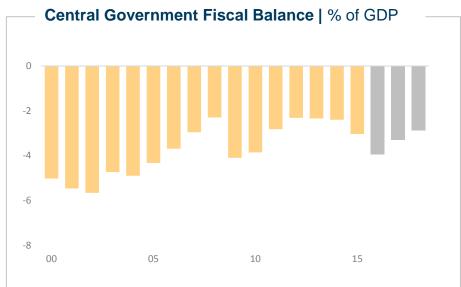


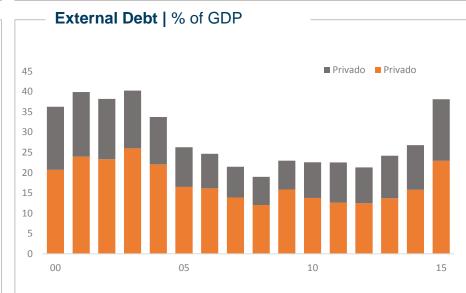
### **Colombia | Macroeconomic Outlook**







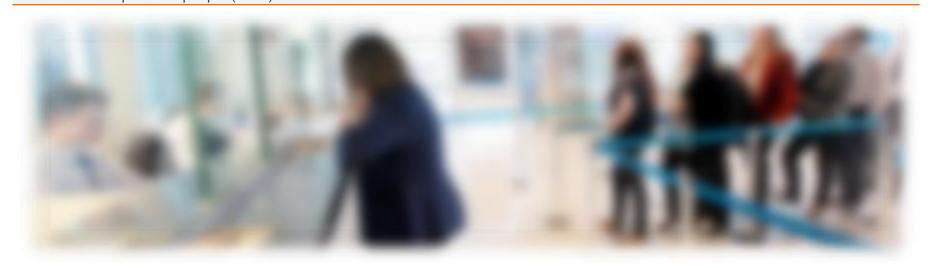




# **LatAm | Banking Sector**

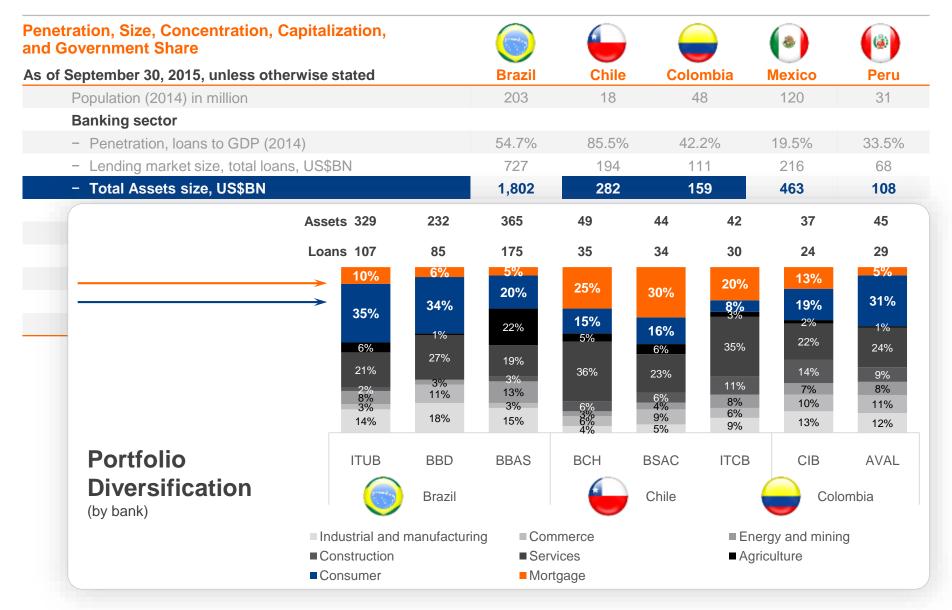


Penetration, Size, Concentration, Capitalization, and Government Share						
As of September 30, 2015, unless otherwise stated	Brazil	Chile	Colombia	Mexico	Peru	
Population (2014) in million	203	18	48	120	31	
Banking sector						
<ul> <li>Penetration, loans to GDP (2014)</li> </ul>	54.7%	85.5%	42.2%	19.5%	33.5%	
<ul> <li>Lending market size, total loans, US\$BN</li> </ul>	727	194	111	216	68	
<ul> <li>Total assets size, US\$BN</li> </ul>	1,802	282	159	463	108	
<ul> <li>Concentration, asset mkt. share of top 5 players<sup>(1)</sup></li> </ul>	80.2%	72.0%	67.8%	72.3%	86.7%	
<ul> <li>Capitalization, equity to assets</li> </ul>	7.5%	7.4%	13.3%	10.3%	9.5%	
<ul> <li>Government entities, % banking sector assets</li> </ul>	36.0%	13.0%	5.0%	0.0%	3.0%	
Penetration metrics: branches and ATMs						
- Branches per 100k people (2014)	11	13	13	11	6	
- ATMs per 100k people (2014)	89	45	30	36	32	



### LatAm | Banking Sector





## **LatAm | Banking Sector**



netration, Size, Concentration, Capitalization, I Government Share					
of September 30, 2015, unless otherwise stated	Brazil	Chile	Colombia	Mexico	Peru
Population (2014) in million	203	18	48	120	31
Banking sector					
- Penetration, loans to GDP (2014)	54.7%	85.5%	42.2%	19.5%	33.5%
<ul> <li>Lending market size, total loans, US\$BN</li> </ul>	727	194	111	216	68
<ul> <li>Total assets size, US\$BN</li> </ul>	1,802	282	159	463	108
- Concentration, asset Mk share of top 5 players <sup>(1)</sup>	80.2%	72.0%	67.8%	72.3%	86.7%
Top 5   Market Shares					
16.5%	16.6%	<b>W</b>	13.59	%	ROE
0% 5% 10% 15% 20% 25%	5% 10% 15% 2	20% 25%	0% 5%	10% 15% 20	0% 25% 30%
Itali Brazilia					

<sup>1-</sup> Brazil Concentration calculated without BNDES.