# Itaú BBA 13<sup>th</sup> Annual LatAm CEO Conference

# May 16 – 17, 2018 | New York

ITCB

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# Itaú CorpBanca

May, 2018

### **Disclaimers**



Certain statements in this Presentation may be considered as forward-looking statements. Forward-looking information is often, but not always, identified by the use of words such as "anticipate", "believe", "expect", "plan", "intend", "forecast", "target", "project", "may", "will", "should", "could", "estimate", "predict" or similar words suggesting future outcomes or language suggesting an outlook. These forward-looking statements include, but are not limited to, statements regarding expected benefits and synergies from the recent merger of Banco Itaú Chile with and into CorpBanca, the integration process of both banks, the expected timing of completion of the transaction, anticipated future financial and operating performance and results, including estimates for growth, as well as risks and benefits of changes in the laws of the countries we operate, including the Tax Reform in Chile.

These statements are based on the current expectations of Itaú CorpBanca's management. There are risks and uncertainties that could cause actual results to differ materially from the forward-looking statements included in this communication. For example, (1) problems that may arise in successfully integrating the businesses of Banco Itaú Chile and CorpBanca, which may result in the combined company not operating as effectively and efficiently as expected; (2) the combined company may be unable to achieve cost-cutting synergies or it may take longer than expected to achieve those synergies; (3) the credit ratings of the combined company or its subsidiaries may be different from what Itaú CorpBanca or its controlling shareholders expect; (4) the business of Itaú CorpBanca may suffer as a result of uncertainty surrounding the merger; (5) the industry may be subject to future regulatory or legislative actions that could adversely affect Itaú CorpBanca; and (6) Itaú CorpBanca may be adversely affected by other economic, business, and/or competitive factors.

Forward-looking statements and information are based on current beliefs as well as assumptions made by and information currently available to Itaú CorpBanca's management. Although management considers these assumptions to be reasonable based on information currently available to it, they may prove to be incorrect. By their very nature, forward-looking statements involve inherent risks and uncertainties, both general and specific, and risks that predictions, forecasts, projections and other forward-looking statements will not be achieved.

We caution readers not to place undue reliance on these statements as a number of important factors could cause the actual results to differ materially from the beliefs, plans, objectives, expectations and anticipations, estimates and intentions expressed in such forward-looking statements. More information on potential factors that could affect Itaú CorpBanca's financial results is included from time to time in the "Risk Factors" section of Itaú CorpBanca's Annual Report on Form 20-F for the fiscal year ended December 31, 2017, filed with the SEC. Furthermore, any forward-looking statement contained in this Presentation speaks only as of the date hereof and Itaú CorpBanca does not undertake any obligation to update publicly or to revise any of the included forward-looking statements, whether as a result of new information, future events or otherwise. The forward-looking statements contained in this Presentation are expressly qualified by this cautionary statement.

# Agenda

### 1. Investment Case

- 2. Financials
- 3. Integration Milestones
- 4. Appendix



### Itaú CorpBanca | Investment Case



Solid Macroeconomic Fundamentals	<ul> <li>Solid Macroeconomic Fundamentals and Expanding Banking Sector</li> <li>Chile is one of the most developed economies in Latin America, sustained by solid macroeconomic fundamentals</li> <li>Chile has one of the best sovereign ratings and among the lowest CDS spreads in Latin America</li> <li>Colombia is also an attractive market with a diversify economy</li> <li>The Chilean and the Colombian banking sectors have achieved high profitability and healthy assets quality with effective regulatory oversigned.</li> <li>LatAm Banking Sector has potential to achieve further growth, particularly in the underpenetrated retail segments</li> </ul>
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	<ul> <li>Opportunity to leverage Itaú Unibanco's strong global client relationships successful managing model</li> <li>Itaú CorpBanca will be able to expand its banking products' offering through segmentation and digitalization</li> </ul>
Banking Platform with Larger Scale	<ul> <li>Emergence of a leading banking platform in Chile and Colombia</li> <li>Greater scale and resources to grow and compete more effectively in Chile and Colombia</li> <li>Enhanced footprint in Chile and Colombia create a platform to expand in the region, particularly into Peru and Central America</li> <li>4<sup>th</sup> largest private bank in Chile and 6<sup>th</sup> largest banking group in Colombia by total loans<sup>2</sup></li> </ul>
	Itaú CorpBanca will have a stronger financial profile and greater earnings power
Positive Impact	<ul> <li>Estimated pre-tax cost synergies between US\$88MM and US\$107MM approximately per year on a fully phased-in basis and total one-time pre-tax integration costs of approximately US\$85MM to occur during the first 3 years</li> </ul>
to Itaú CorpBanca	<ul> <li>Improved funding profile and substantial potential for revenue synergies</li> </ul>
-	Additional cross-selling opportunities
	<ul> <li>Improved capital position opens room for further loan growth</li> </ul>

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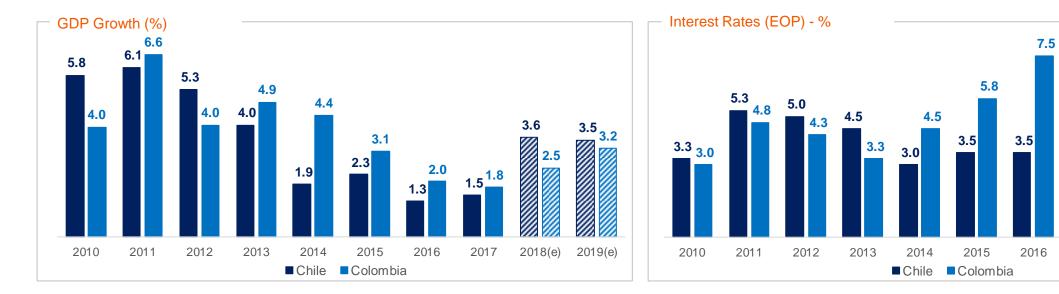
### Itaú CorpBanca | Investment Case

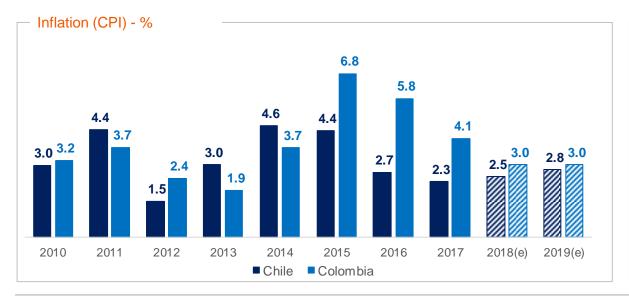
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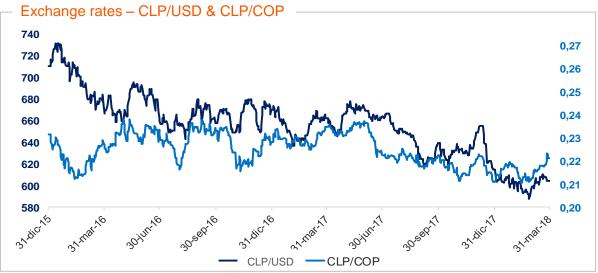


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## **1** Global Macroeconomic Backdrop







4.8

2.5

2017

2018(e)

4.5

2019(e)

### Itaú CorpBanca | Investment Case



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# **2** Itaú Unibanco | At a Glance

#### Leading position in Brazil

- US\$ 100.4 billion market cap <sup>1</sup>
- 99,618 employees in Brazil and abroad
- 4,976 branches and CSBs in Brazil and abroad
- 47,086 ATMs in Brazil and abroad
- Brazilian multinational bank
- Major provider of finance for the expansion of Brazilian companies
- In 2017 Itaú Unibanco was elected the The Best Company in People Management (by "Valor Carreira" magazine) and also recognized as a pro-ethics company (Pró-Ética), an initiative between the Office of the Comptroller General<sup>2</sup> with the private sector, which encourages the voluntary adoption of integrity measures and corruption prevention in the business sector, being the only financial institution among the companies approved.

#### Global Footprint of Brazil's Top Private Sector Bank | as of March 31, 2018



1- As of March 31 2018. Source: Economatica; 2- Controladoria-Geral da União (CGU)



#### Financial Highlights and Ratios

As of and for the quarter ended March 2018

#### Highlights

Total Assets	BRL 1,524 Bn
Total Loans 1	BRL 601.1 Bn
Stockholders' Equity	BRL 118.5 Bn
Recurring Net Income 2017 <sup>2</sup> (*)	BRL 24.9 Bn
Recurring Net Income 1Q18 <sup>3</sup>	BRL 6.4 Bn
Long Term Foreign Currency	Moody's: Ba3
(Itaú Unibanco Holding)	Fitch: BB
	S&P: BB-
Financial Ratios	
Recurring ROE 2017 4 (*)	21.8%
Recurring ROE 1Q18 <sup>5</sup>	22.2%
Efficiency Ratio 2017 6 (*)	46.4%
Efficiency Ratio 1Q18 6	45.9%

Liquidity Coverage Ratio173%Common Equity Tier I14.5%

(\*) Includes the consolidation of Citibank in the 4Q17.
(1) Includes financial guarantees provided and corporate securities.
(2) Represents Net Income adjusted for certain non recurring events described in the 4Q17 MD&A – Executive Summary.
(3) Represents Net Income adjusted for certain non recurring events described in the 1Q18 MD&A – Executive Summary.
(4) Calculated using Recurring Net Income / Average Equity. For annualized calculation method, please refer to Historical Series Spreadsheet.
(5) Calculated using Recurring Net Income / Average Equity. For annualized calculation method, please refer to the 104 MD&A – Executive Summary.
(6) See "Efficiency Ratio" slides in this presentation for criteria.

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

- ltaú
- · Approximately 30.7 million credit card accounts and • 4.451 branches and client service branches 26.7 million debit card accounts: and 45.891 ATMs in Brazil: Credit Card and Leader in Brazilian credit card market, extensive Retail and • Premier banking brand in Brazil; number of joint ventures and partnerships with Real Estate Consumer retailers. · Strategically positioned for growth in Finance Credit mortgage market (partnerships with Lopes). and Treasury Retail banking Vehicles • Total portfolio for individuals of R\$ 14.3 billion; • Full coverage of corporate clients with ltaú • Lease and finance through over 10 thousand annual sales above R\$ 200 million; Unibanco dealers. nolesale Banking · Leadership in IB products with top positions in major league tables; **Risk-based** Large distribution pricing model Insurance 2 Operations Treasury operations for the network · One of the largest players in Brazil based on Latam conglomerate. Leader in direct premiums; **Diverse lines** performance in of products Brazil · Association with Porto Seguro for auto and and services residential insurance: · Purpose: to be recognized as "The Latin Intensive use American Bank"; 1Q18 net income: R\$ 682 million. of technology Management Company · Retail presence in Latin America (ex-Services Brazil): Argentina, Chile, Paraguay, Uruguay, Colombia, Panama. • Small and Medium Enterprises with annual sales up to R\$ 30 million; Middle Company Total assets under administration of · Corporate clients with annual sales from R\$ 30 million approximately R\$ 1,027 billion; to R\$ 200 million. • Leader in Private banking services in Latin America.

## 2 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 57.3 million card accounts (1Q18)
  - 30.7 million credit card accounts
  - 26.7 million debit card accounts
- R\$ 105.4 billion in card transactions (1Q18)
  - R\$ 78.2 billion in credit card transactions
  - R\$ 27.1 billion in debit card transactions
- High growth potential in credit card usage in Brazil.



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



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



#### Full application of Basel III rules | March 31, 2018 16.1% 14.5% 14.2% -0.8% -1.8% 13.5% 0.3% 0.7% 0.6% 0.9% 0.6% 15.5% 13.6% 13.6% 12.9% Additional dividends Tier I Capital 1Q18 Net Income / Tier I Capital Tier I Capital Tier I Capital Impact Additional Tier I and interest on own Dec-17 with fully **Risk-Weighted Assets** Mar-18 with fully Mar-18 of the investment Dec-17 with fully Capital issued In XP <sup>3</sup> capital reserved in loaded Basel III after loaded Basel III with fully loaded loaded Basel III<sup>2</sup> Mar-18 4 stockholders' equity investment in XP and Basel III after AT1 in 2017 additional dividends and interest own capital Common Equity Tier I (CET I) Additional Tier I

1- The impact of 0.6% represents AT1 issued in December 2017 approved by the Central Bank of Brazil in April 18, 2018; 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, the increase of the multiplier of the amounts of market risk, operational risk and certain credit risk accounts. This multiplier, which was 10.8% in 2017, is at 11.6 nowadays, will be 12.5 in 2019; 3- Based on preliminary information; 4- The impact of 0.3% represents pro forma information of AT1 issued in March 2018, which is pending regulatory approval to be considered as Tier I Capital.







#### **Digital Transformation**

#### **Digital** Evolution

Technology represents the backbone of our evolution.

The development of more than 1500 APIs (application programming interface), which allow for the creation of an application with 96% reuse; taking part in 100% of the blockchain applications being developed in Brazil to improve the financial market; and the consolidation of a private cloud that already runs dozen applications (internal systems) of the bank are some of the results of this digital transformation.

#### Our digital transformation takes place through three pillars:

#### People

Techies are being added up to the traditional professionals.

This evolution has been exponential in the organization: in the last two years only, the presence of techies in Itaú Unibanco has increased 13 times.

#### Technology

The technology department became fundamental for creating transformation solutions.

Therefore, it is possible to capture the exponential evolution of technologies, increase the frequency of innovations and disruptions and promote shorter delivery cycles.

#### **Customer Centricity**

A new philosophy of bank concept. We have adopted a customer-centric strategy.

In this context, information from the interaction of clients with the bank are important inputs for creating products and services to meet their actual needs.



#### **Evolution of Digital Branches #individuals #companies** Personnalité Clients Uniclass Clients (in thousands) (in thousands) 100% managers with: 1,500 1,300 432 800 338 \* 2016 2015 2017 2015 2017 2016 conference call tablet smartphone Personnalité Branches **Uniclass Branches** 79 79 72 63 51 43 Over 300 thousand 2015 2016 2017 2015 2016 2017 Available Media: Dedicated Team: **Extended Hours:** P Telephone, SMS, companies served Interaction Routing -> 7:00am-12:00pm nternet message and Client always served 8:00am-10:00pm E-mail

### Itaú CorpBanca | Investment Case



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### To be the leading bank in sustainable performance and customer satisfaction

- 1. Implement a customer satisfaction-oriented culture, that is business-driven, through a simplified operational structure
- 2. Maximize shareholder returns, aiming at firm-wide growth
- 3. We aspire to be the **preferred bank for top talents** at every level
  - Attract and retain committed professionals with high ethical standards and strong organizational pride
  - Shared leadership, conquered through talent and commitment to excellence, focused on meritocracy
- 4. Create an atmosphere that inspires creativity, entrepreneurialism and the exchange of ideas
- 5. Pursue a cutting-edge technology, striving to best serve our client needs, ultimately creating value
- 6. Uphold the highest ethical standards in the relationship with clients, employees, regulators, society and the markets

## 3 Itaú CorpBanca | Our Way



We seek to create a culture based on seven attitudes that define our identity and identify us in the way we do business. Each one of them represents the core of what we focus on as institution.

#### 1. It's only good for us if it's good for the client

We are people providing service to people, with passion and excellence. We work with the client and for the client –because they are the main reason behind why we do what we do.

#### 2. We're passionate about performance

Generating sustainable results is in our DNA. The continuous challenge of seeking leadership in performance has brought us to where we are –and will continue guiding our company towards our objectives.

#### **3.** People mean everything to us

Everything we do is carried out by people. Talented people who enjoy working in a collaborative atmosphere, based on meritocracy and high performance.

#### The best argument is the one that matters

We encourage a challenging work environment, which is open to questioning and constructive discussion. For us, the hierarchy which counts is the hierarchy of the best idea.

#### 5. Simple. Always

We believe that simplicity is the best path to efficiency. That's why we strive not to mistake depth for complexity, and simplicity for simplism.

#### 6. We think and act like owners

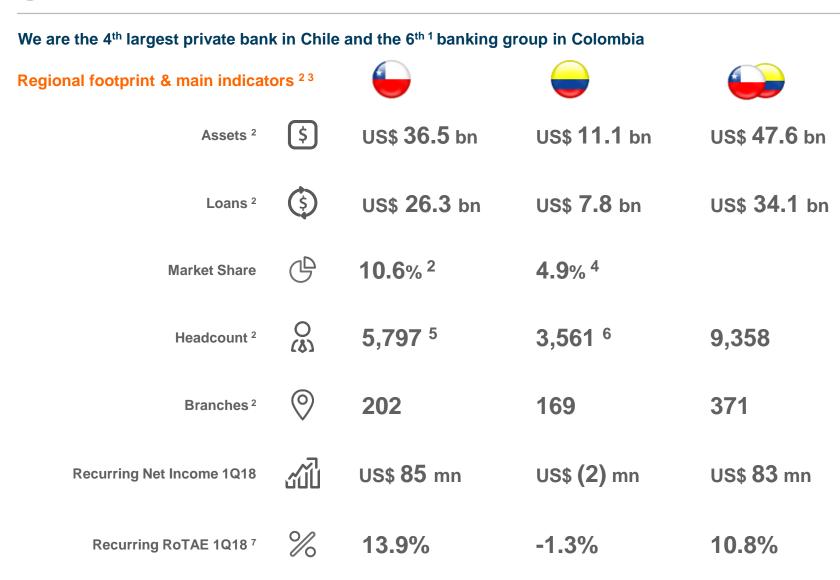
We always think like business owners, leading by example and putting collective objectives before personal ambition.

#### 7. Ethics are non-negotiable

We do what is right, without using shortcuts or devious ways to do business. We exercise leadership in a transparent and responsible way, fully committed to society and the best governance and management practices.

# **3 Itaú CorpBanca | Highlights**

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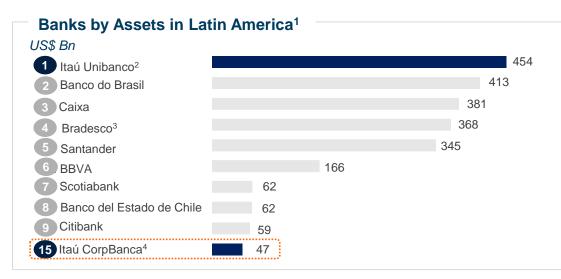


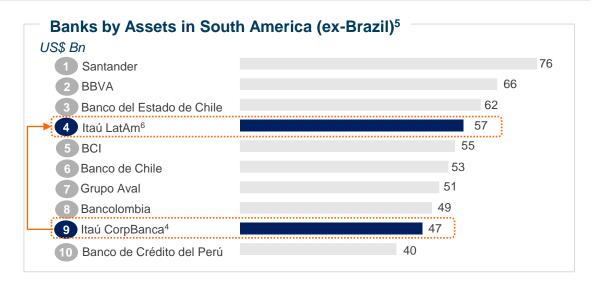
1 – Ranking for assets and loans consider Grupo Aval as the combination of Banco de Bogotá, Occidente, Popular, AV Villas; 2 – Consolidated information as of March 31, 2018; 3 – Figures were converted at an exchange rate of 604.18 CLP/USD; 4 – Consolidated information as of February 28, 2018; 5 – Includes employees of Itaú CorpBanca New York Branch; 6 – Includes employees of Itaú (Panamá); 7 – Tangible Equity: Shareholders equity net of goodwill, intangibles from business combination and related deferred tax liabilities. Sources: Itaú CorpBanca, SBIF and SFC.

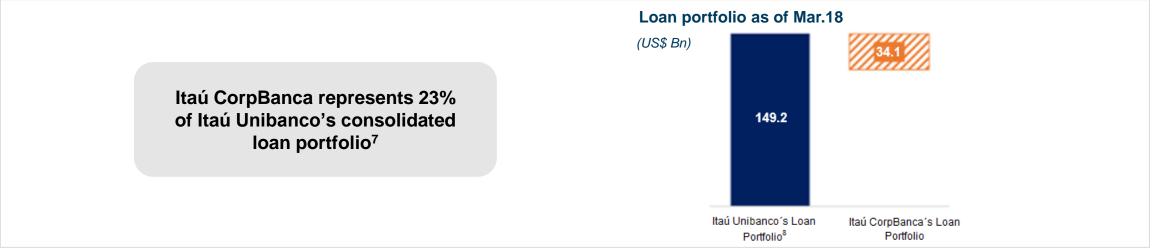
### **3 Itaú CorpBanca | Increases Relevance Across Latin America**



# Itaú CorpBanca is currently the 4<sup>th</sup> largest private bank in Chile. The merger positions Itaú CorpBanca and Itaú LatAm as the 9<sup>th</sup> and 4<sup>th</sup> largest bank in terms of assets within South America (ex-Brazil)







1 – Data as of December 31, 2017. Includes Brasil, México, Argentina, Perú, Chile and Colombia; 2 – Includes Brasil, México, Argentina, Perú, Uruguay, Paraguay, Chile y Colombia; 3 – In September 30, 2016 Bradesco begins to consolidate HSBC Brasil in its publication; 4 – Includes Chile y Colombia; 6 – Includes Brasil, México, Argentina, Perú, Uruguay, Paraguay, Chile y Colombia; 7 – Considering the consolidated ISBC Brasil in its publication; 4 – Includes Chile y Colombia; 6 – Includes Argentina, Perú, Uruguay, Paraguay, Chile y Colombia; 7 – Considering the consolidated Isb Carsal In their respective 1Q'18 MD&As and a R\$ 3.3217 / US\$ and a Ch\$ 604.18 / US\$ foreign exchange rates as of 31.03.2018; 8 – As of March 31, 2018, Itaú Unibanco held a 36.0% equity stake in Itaú CorpBanca but as the controlling shareholder, fully consolidates Itaú CorpBanca's Financial Statements.



1– Includes 182,125,023 shares owned by Cía. Inmobiliaira y de Inversiones Saga SpA that are under custody.

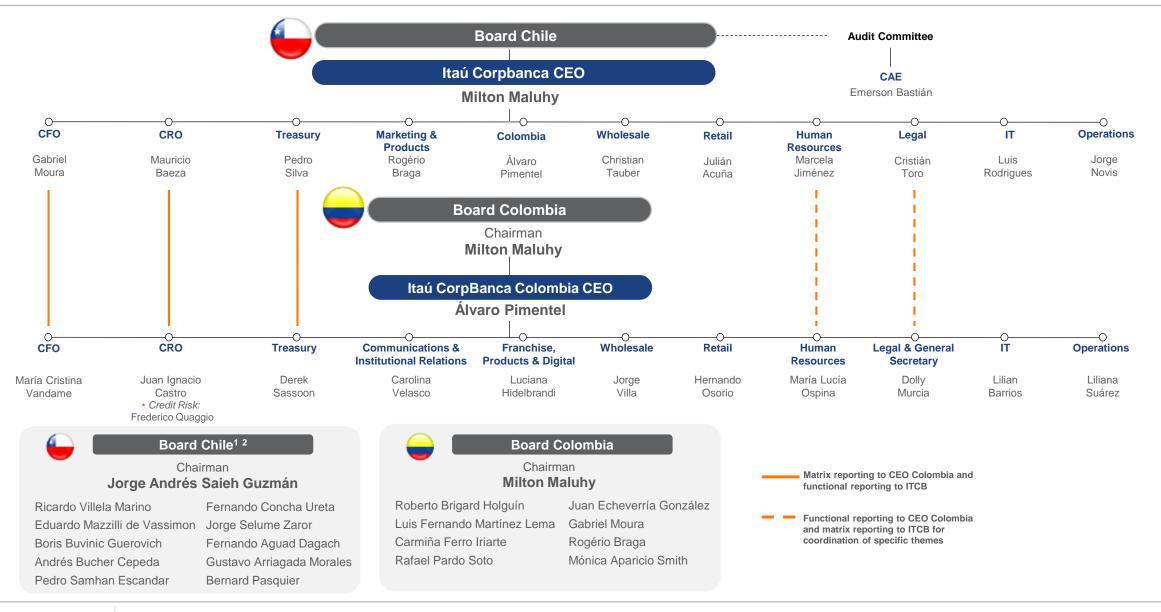
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2,6	9 2	.65	2,62	2,61	2,66	2,75	2,68	.2,75	2,71	2,84	2,94	2,94	2,82	3,08 2,80	3,00 2,74	3,12 3,08	8,00 ******* 2,99	<b>3,00</b> 3,00 <sup>3</sup>	3,20 3,02	3,16 3,08	3,20 3,17	3,02 2,99	2,94 2,81	3,03 2,94	3,23 3 3,06 3	.34 .25	3,31 15	3,28 3,00	3,23	3,25	3,21 3,11	3,22 3,19	3,25 3,03	3,21 3,01	
2,5 1, 1,		.37 .68 <sup>1</sup>									1,82 1,78								_			~	1,77	1,81 <sup>1</sup>	1,95 1	,96 <sup>2</sup> ,59 1	,71 1	1,05	2,03	2,05	2,08	2,07	2,09	2,08 1,74	
	91-71-09	15-01-17	31-01-17	15-02-17	28-02-17	15-03-17	31-03-17	15-04-17	30-04-17	15-05-17	31-05-17	15-06-17	30-06-17	15-07-17	31-07-17	15-08-17	31-08-17	15-09-17	30-09-17	15-10-17	31-10-17	15-11-17	30-11-17	15-12-17	31-12-17	15-01-18	31-01-18	15-02-18	28-02-18	15-03-18	31-03-18	15-04-18	30-04-18	04-05-18	
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1 - For Itaú CorpBanca and BCI consider shareholders equity net of goodwill and intangibles from business combination.

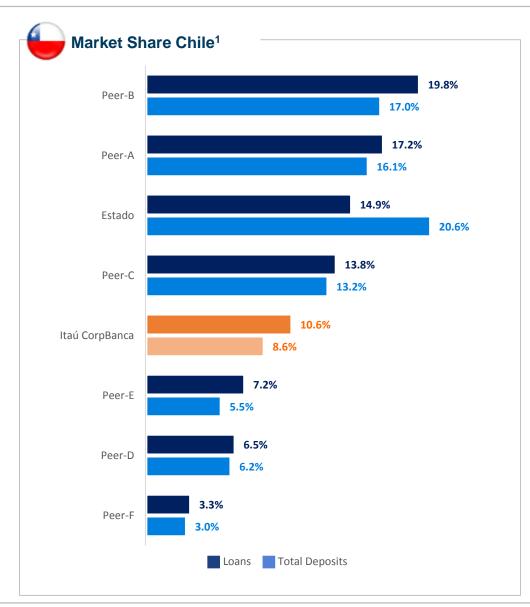
### **3 Itaú CorpBanca | Strong and Integrated Corporate Governance**

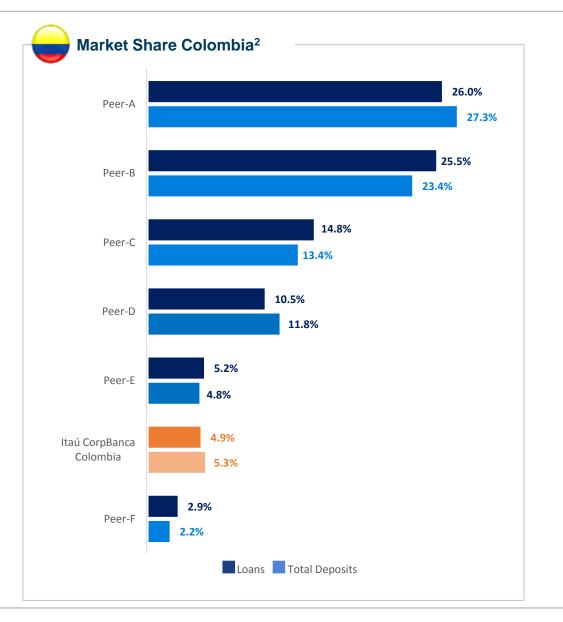




1 – Itaú Unibanco and CorpGroup appoint the majority of the members of the board of directors; 2 – Pursuant to the Shareholders Agreement, the Directors appointed by Itaú Unibanco and CorpGroup shall vote together as a single block according to Itaú Unibanco's recommendation.

### **3 Itaú CorpBanca | Competitive Environment**





### Itaú CorpBanca | Investment Case

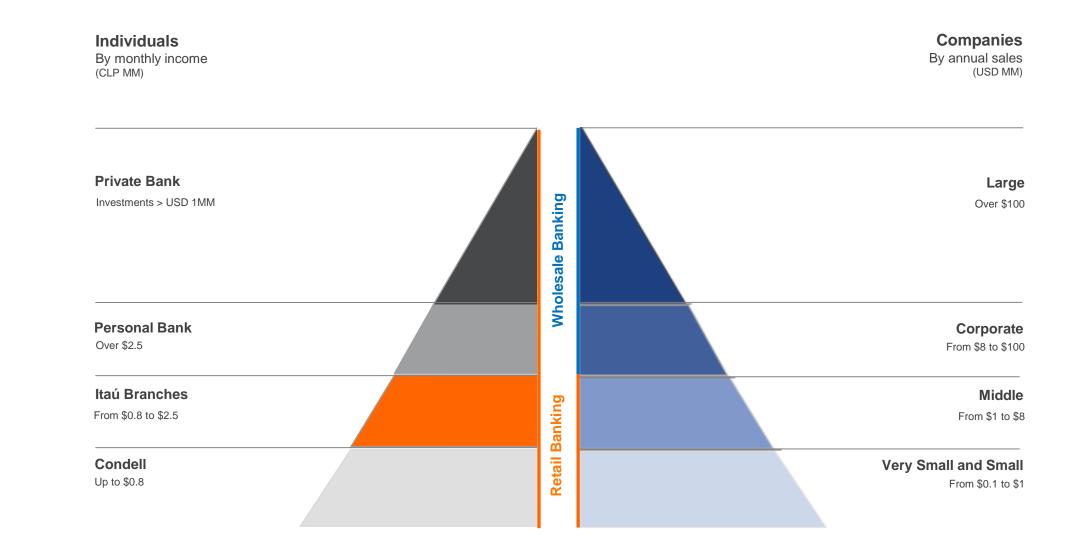


Solid Macroeconomic Fundamentals	<ul> <li>Solid Macroeconomic Fundamentals and Expanding Banking Sector</li> <li>Chile is one of the most developed economies in Latin America, sustained by solid macroeconomic fundamentals</li> <li>Chile has one of the best sovereign ratings and among the lowest CDS spreads in Latin America</li> <li>Colombia is also an attractive market with a diversify economy</li> <li>The Chilean and the Colombian banking sectors have achieved high profitability and healthy assets quality with effective regulatory overs</li> <li>LatAm Banking Sector has potential to achieve further growth, particularly in the underpenetrated retail segments</li> </ul>
Unique Control	<ul> <li>Unique control and support from a leading institution</li> <li>Itaú Unibanco is the largest private financial institution in Brazil and a premier LatAm franchise</li> </ul>
and Support	<ul> <li>Itaú CorpBanca benefits from the strength of a ~US\$100.4 BN<sup>1</sup> market cap partner in its existing markets while enhancing opportunities for growth abroad</li> </ul>
oupport	<ul> <li>Opportunity to leverage Itaú Unibanco's strong global client relationships successful managing model</li> <li>Itaú CorpBanca will be able to expand its banking products' offering through segmentation and digitalization</li> </ul>
	Emergence of a leading banking platform in Chile and Colombia
Banking Platform	Greater scale and resources to grow and compete more effectively in Chile and Colombia
with Larger Scale	<ul> <li>Enhanced footprint in Chile and Colombia create a platform to expand in the region, particularly into Peru and Central America</li> <li>4<sup>th</sup> largest private bank in Chile and 6<sup>th</sup> largest banking group in Colombia by total loans<sup>2</sup></li> </ul>
	Itaú CorpBanca will have a stronger financial profile and greater earnings power
Positive Impact	<ul> <li>Estimated pre-tax cost synergies between US\$88MM and US\$107MM approximately per year on a fully phased-in basis and total one-time pre-tax integration costs of approximately US\$85MM to occur during the first 3 years</li> </ul>
to Itaú CorpBanca	<ul> <li>Improved funding profile and substantial potential for revenue synergies</li> </ul>
	<ul> <li>Additional cross-selling opportunities</li> </ul>
	<ul> <li>Improved capital position opens room for further loan growth</li> </ul>

Source: Company financials.

LTM Mar 2018, Ch\$ Bn







# As expected, according to our integration process....



Retail clients' accounts migration executed



**Client segmentation completed** 



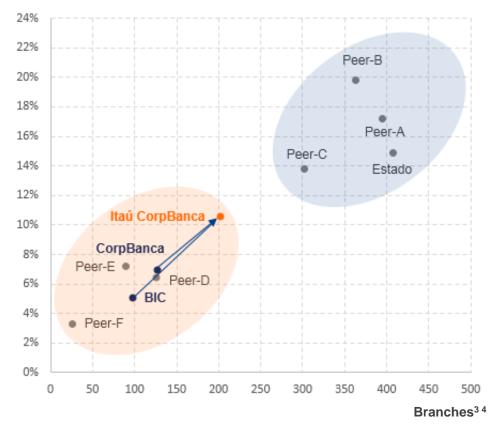
104 branches overhauled58 branches migrated23 branches closed





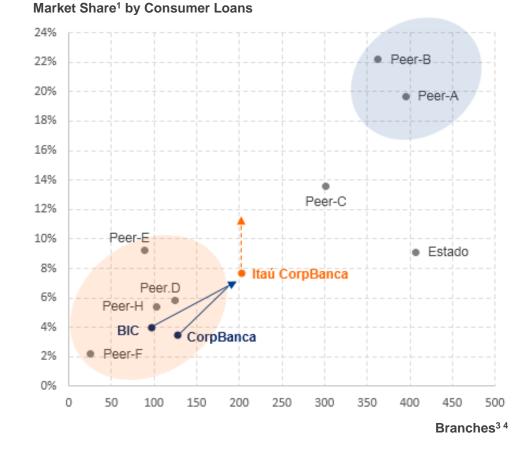
#### Top players have a large branch network, with significant expenses related

The merger doubles the footprint of the new bank



#### Market Share<sup>1</sup> by Total Loans<sup>2</sup>

Itaú CorpBanca departs from the previous peer group



1 – As of March 31, 2018 except for CorpBanca and BIC whose market shares are as of March 31, 2016; 2 – Total loans includes commercial, consumer and mortgage loans; 3 – As of February 28, 2018; 4 – Itaú CorpBanca branches include BancoCondell. Note: Figures do not include foreign operations of Chilean banks (ItaúCorpBanca Colombia and National Bank of Florida)



# Building a Digital Bank from inside....

20+ multidiciplinary teams fully dedicated that are looking at opportunities for change and are re-thinking the entire bank processes with a disciplined and focused approach.



# Out.

50 releases throughout the year, improving functionality, user interface and offers through our digital channels.

	( i			<u> </u>		Itaŭ buscer Q. Productos Tus objetivos Servi	tau (Huscar Q		Alfredo Ed Sesión an
		$(\cdot \dot{-})$	$(\cdot \dot{-})$						
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Appendend of SUT_2000       Appendendendendendendendendendendendendende	Cuenta Personal N° 0207705080 Saldo Contable \$1.410	Costs total dir defails         CAC:           \$18.689.100         18.73%           Vaior costs mensuel         Comence as apport           \$309.820         0901/2018	Tarjetas de crédito Visa 200000-0121	Tupo solicitado:         \$ 1.000.000           Nuevo cupo:         \$ 2.000.000		<ul> <li>temporalmente tus tarjetas de crédito d</li> </ul>			Contratar
Minimum Company       Minimum Company       Minimum Company       Statio screture       Statio screture <td< td=""><td>Monto Utilizado \$0 &gt;</td><td>Seguro desparamen \$ 0 Seguro de vite y accidentes \$ 13,476</td><td>Cupo Disponible \$ 990.000</td><td></td><td></td><td>Saber min</td><td>📔 Cartola Resumen</td><td></td><td></td></td<>	Monto Utilizado \$0 >	Seguro desparamen \$ 0 Seguro de vite y accidentes \$ 13,476	Cupo Disponible \$ 990.000			Saber min	📔 Cartola Resumen		
Liberate revenued d	Infórmese sobre la garantía estatal de los depósitos en se benco o en wex sólf ci	Informese sobre la parantia estatal de los decósitos en	Mirmese sobre la saruntia estatal de los depósitos en	Informana solves la convertia estatut de los descisios en			Cuenta personal	Saldo contable	Saldo disponible
La temperate acada e per res cuperate a registrator universita a regist	$\sim$	bildition of sever the o control of	the barroe o een www.sbit.cl	su banco o an www.sbif.cl			Cuenta Personal 0200496130	\$ 1.370.447	\$ 1.370.447
Cuenta personal Saldo contable Saldo disponible					/	🖄 Errergenous Bancarias - Sobre Itali CorpBanca - Adjudicación Listación Pública - Invest	Línea preferencial	Deuda total	Cupo disponible
							Línea Proferencial 0200691067	\$ 3.747.671	\$ 9.152.329
Carefa Personal 82010/2019									
							Cuenta Personal 0201075859	✓ 3.350.945	\$ 350.945





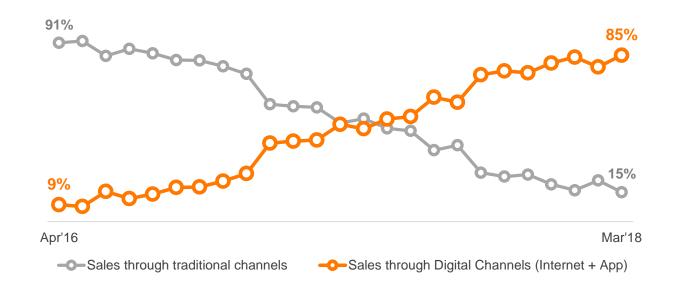
### Higher adoption of our App

50%

### more CLIENTS in 2017

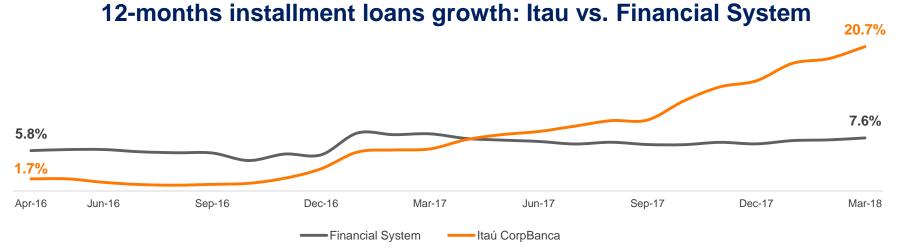
### Increasing transactions

# sales of retail installment loans



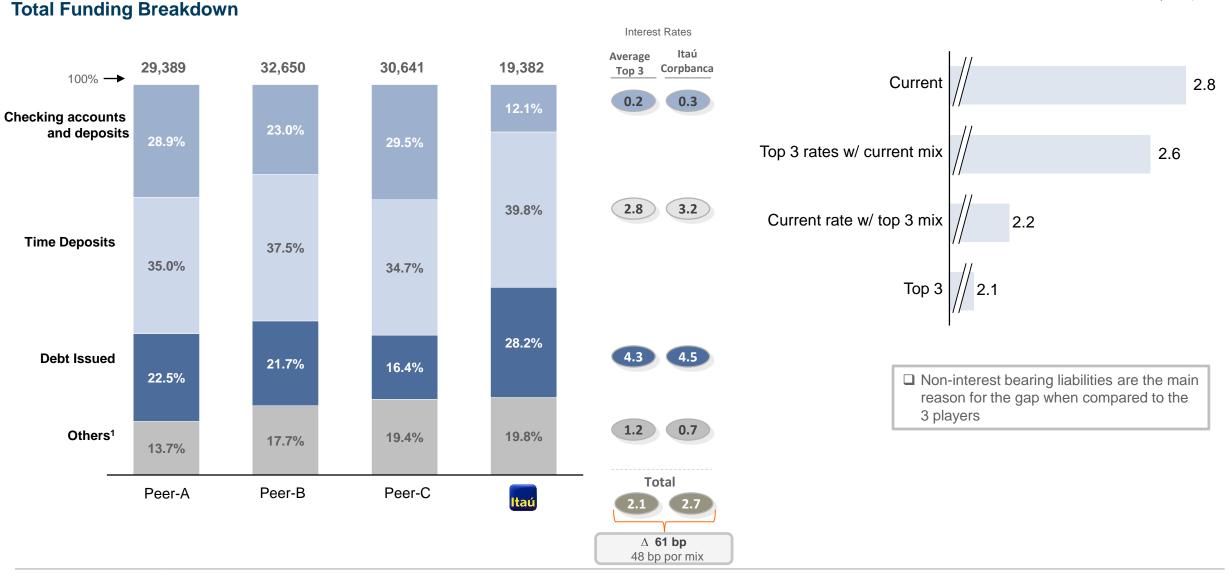






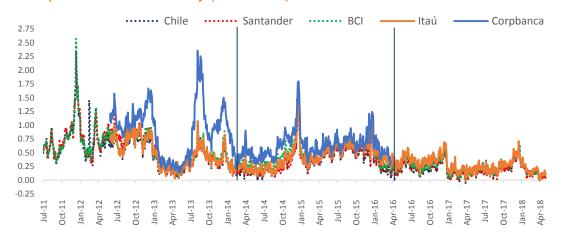
# 4 Itaú CorpBanca | Funding Mix

LTM Mar 2018, Ch\$ Bn



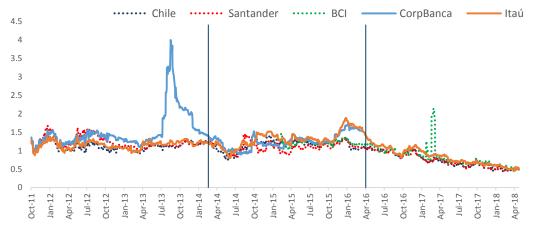
1- Others: Repurchases contracts, financial derivatives, bank obligations, letters of credit, other financial obligations, taxes, differed taxes, provisions, other liabilities.

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

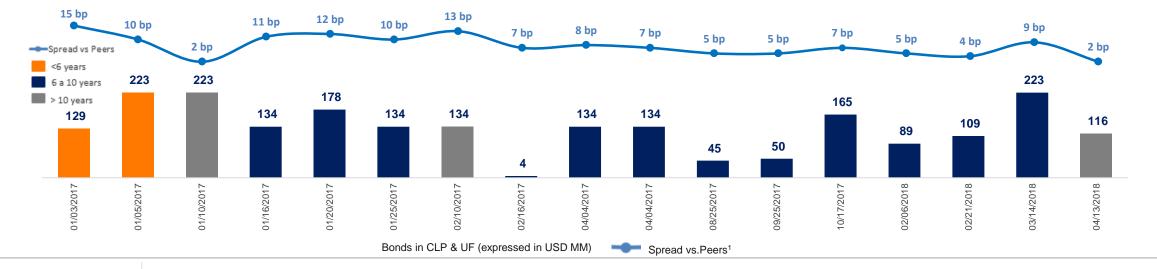


#### Spread vs.Peers<sup>1</sup>: 30-day (annualized)



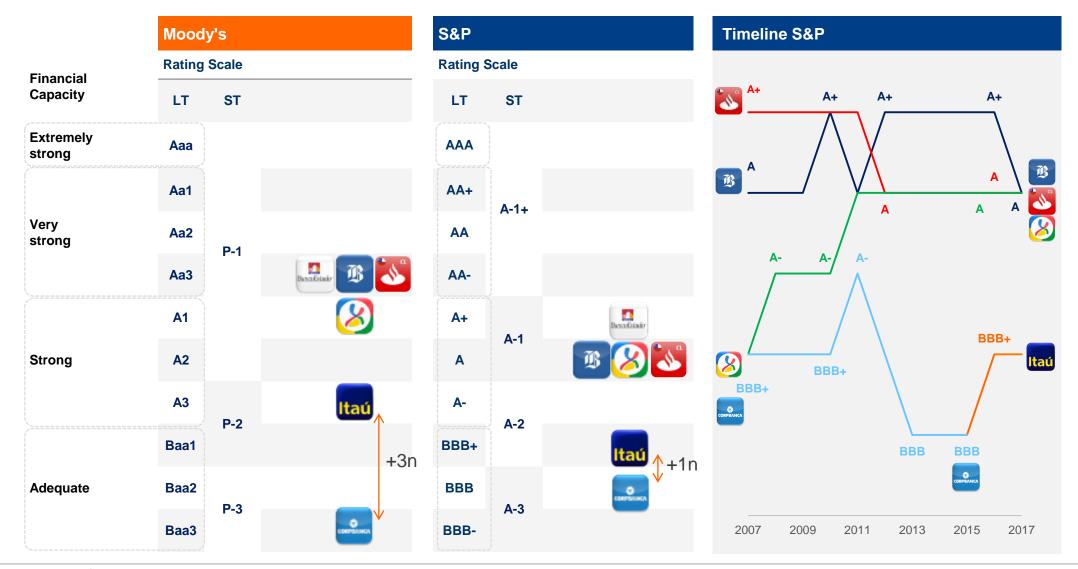






# 4 Itaú CorpBanca | Rating upgrades in 2016 contribute to further reduction in cost of funds tag

#### **Current International Ratings**



# Agenda

- 1. Investment Case
- 2. Financials
- 3. Integration Milestones
- 4. Appendix



Itaú CorpBanca is the entity resulting from the merger of Banco Itaú Chile (Itaú Chile) with and into CorpBanca, which was consummated 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.

In order to allow for comparison with periods prior to 2017, historical pro forma data of the consolidated combined results of Itaú Chile and CorpBanca deconsolidating our subsidiary SMU Corp<sup>1</sup> and excluding non-recurring events is presented in this Management Discus-sion & Analysis report ("MD&A Report") when appropriate. The pro forma income statements for the quarters prior to the second quarter of 2016 and for the 12-month ended December 31, 2016 have 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 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 when appropriate in the MD&A Report 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 of all of its shares in SMU Corp which after the Merger was no longer considered strategic. As of June 30, 2016 this investment changed to "available for sale" for accounting purposes and in accordance with standard N° 5 of IFRS ceased to be consolidated in the Financial Statements of Itaú CorpBanca.

### **Financials** | Recurring RoTE / Recurring RoTA<sup>1</sup>





Annualized Recurring Return on Average Equity (quarterly)

—Annualized Recurring Return on Average Assets (quarterly)

1 - Excludes Goodwill and intangibles assets from business combination, net of associated deferred tax liabilities.



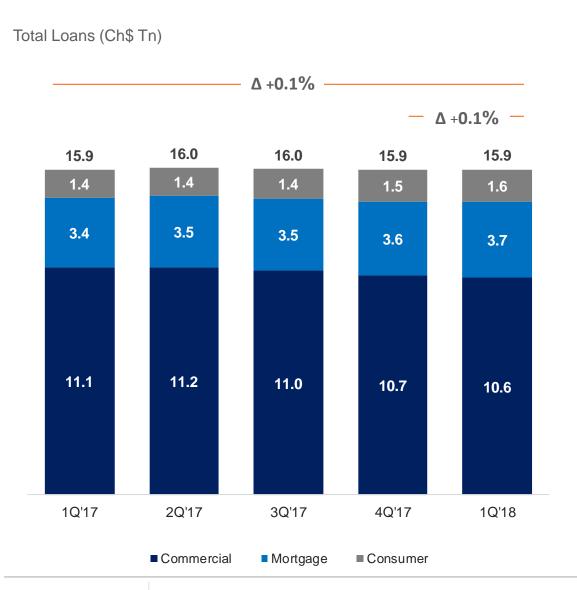
			Cha	ange		Cha	nge	
in million of Chilean Pesos	1Q'18	4Q'17	%	\$	1Q'17	%	\$	
Net interest income	134,073	134,225	-0.1%	-152	129,307	3.7%	4,766	1
Net fee and commission income	39,629	35,005	13.2%	4,624	35,741	10.9%	3,888	
Total financial transactions, net	23,088	21,734	6.2%	1,354	20,654	11.8%	2,434	
Other operating income, net	678	8,360	-91.9%	-7,682	-3,778	n.a.	4,456	2
Net operating profit before credit & counterparty losses	197,468	199,324	-0.9%	-1,856	181,925	8.5%	15,543	
Result from loan losses, net	-30,305	-90,283	-66.4%	<sup>3</sup> 59,978	-39,055	-22.4%	8,750	3
CVA (ratings and collaterals effects)	352	-17,895	n.a.	18,246	-5,466	n.a.	5,818	
Net operating profit	167,514	91,146	83.8%	76,368	137,403	21.9%	30,111	
Operating expenses	-105,527	-108,366	-2.6%	2,839	-100,809	4.7%	-4,717	
Operating income	61,988	-17,219	n.a.	79,207	36,594	69.4%	25,394	
Income from investments in other companies	25	31	-19.4%	-6	0	n.a.	25	
Income before taxes	62,013	-17,188	n.a.	79,201	36,594	69.5%	25,419	
Income tax expense	-10,633	11,955	n.a.	-22,588	-2,313	359.7%	-8,320	
Net income attributable to shareholders	51,370	-5,226	n.a.	56,595	34,227	50.1%	17,143	

Increase in insurance commisions linked to consumer loan sales through our digital channels. Increased wholesale fees.

2 Results from sales of corporate buildings, of Ch\$ 4,2 bln in 1Q'18 and 13,8 bln in 4Q'17.

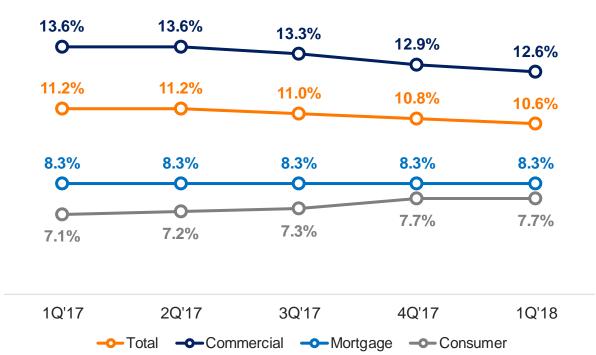
3 Lower credit events and improved risk dynamics with Wholesale clients.

**Financials | Loan Portfolio** 



Market share

<b>∆% Loans 1Q'18/1Q'17</b>									
ITCB in Chile Financial System									
0.1%	5.5%								
-4.6%	3.0%								
8.9%	9.7%								
16.5%	7.2%								

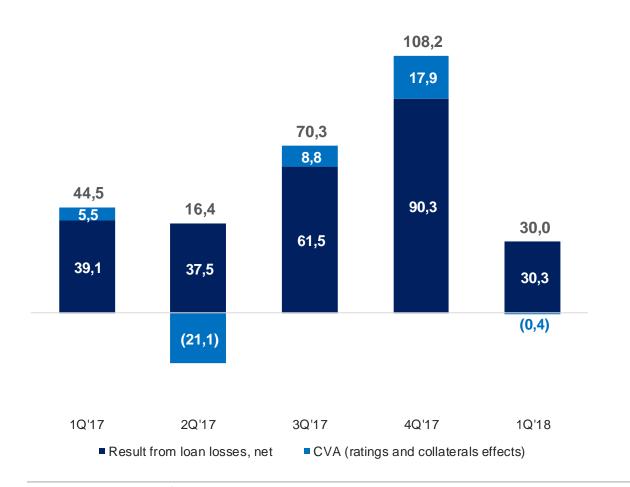




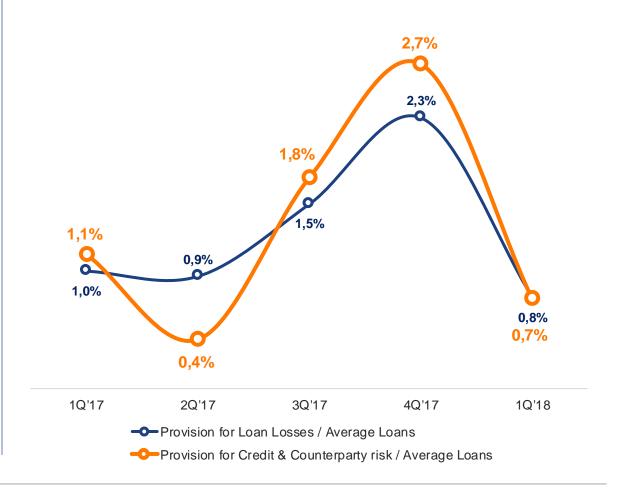
# **Financials** | Net provision for credit & counterparty risks



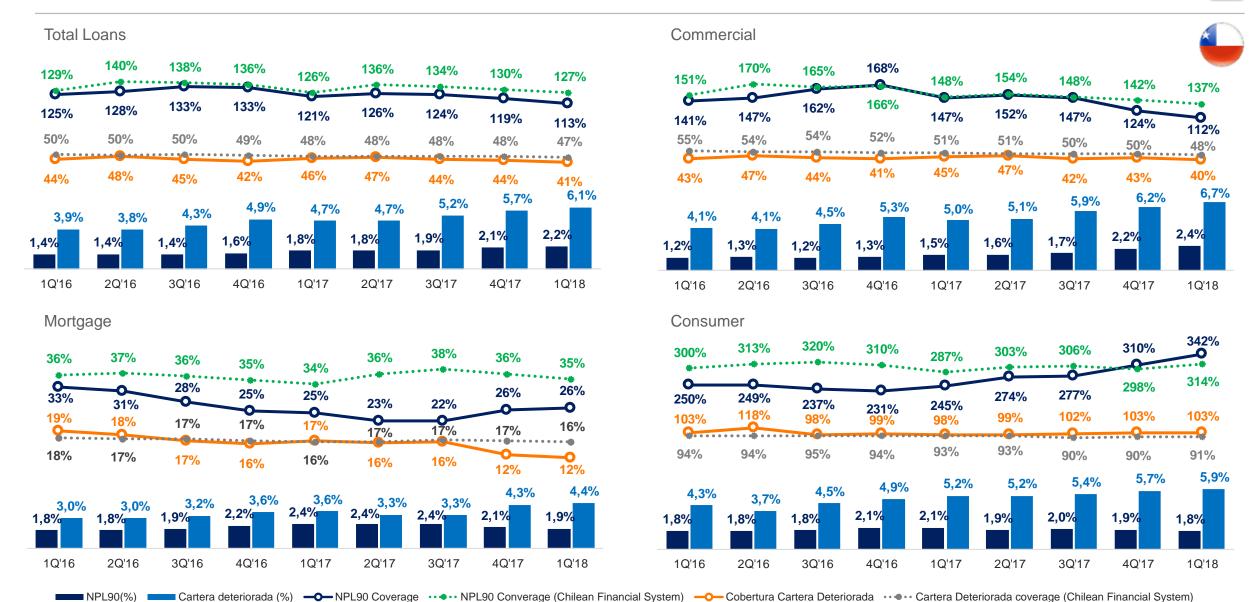
Net provision for credit & counterparty risks (Ch\$ Bn)



Net provision for credit & counterparty risks ratios (annualized)



# **Financials | Credit Quality**



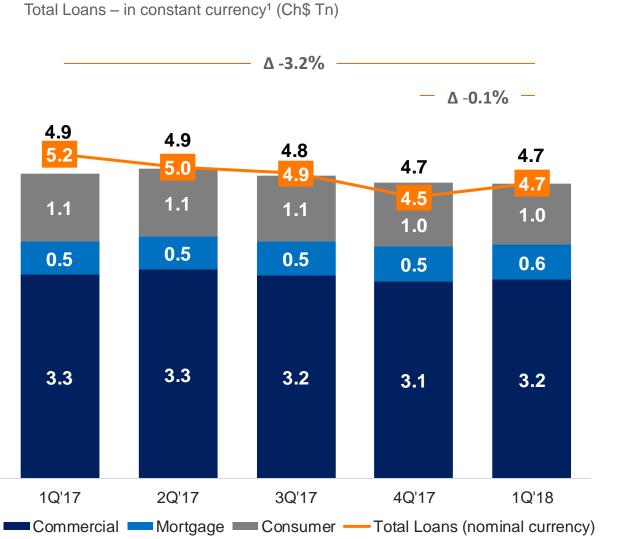
		Change		Cha	nge			
in million of Chilean Pesos - constant currency <sup>1</sup>	1Q'18	4Q'17	%	\$	1Q'17	%	\$	-
Net interest income	65.085	60.153	8,2%	4.932	51.623	26,1%	13.461	1 Increased net interest marging due positive impact from lowering policy
Net fee and commission income	6.269	11.293	-44,5%	-5.025	9.602	-34,7%	-3.333	interest rates in our funding structure.
Total financial transactions, net	5.314	17.482	-69,6%	-12.168	17.614	-69,8%	-12.300	2 Lower results on less favorable
Other operating income, net	-198	-2.501	-92,1%	2.303	-3.319	-94,0%	3.121	market conditions.
Net operating profit before loan losses	76.469	86.427	-11,5%	-9.958	75.520	1,3%	949	
Result from loan losses	-29.806	-47.674	-37,5%	17.868	-36.178	-17,6%	6.372	3 Lower credit events and improved risk dynamics with Wholesale
Net operating profit	46.663	38.754	20,4%	7.909	39.342	18,6%	7.321	clients.
Operating expenses	-48.846	-52.487	-6,9%	3.641	-48.067	1,6%	-779	
Operating income	-2.183	-13.733	-84,1%	11.550	-8.725	-75,0%	6.542	
Income from investments in other companies	1.248	283	340,4%	965	178	602,1%	1.070	
Income before taxes	-935	-13.450	-93,0%	12.515	-8.547	-89,1%	7.612	
Income tax expense	4.598	3.006	53,0%	1.592	4.472	2,8%	126	
Net income	3.663	-10.444	-135,1%	14.107	-4.075	-189,9%	7.738	
(-) Minority Interests	-1.229	2.487	-149,4%	-3.716	1.383	-188,9%	-2.612	
(-) Cost of hedge positions for Colombia	-3.654	-4.809	-24,0%	1.155	-5.130	-28,8%	1.477	
Net income attributable to shareholders	-1.220	-12.766	-90,4%	11.546	-7.823	-84,4%	6.602	
Currency conversion effects	1	374			-66			
Net income attributable to shareholders (nominal currency)	-1.220	-12.393	-90,2%	11.173	-7.888	-84,5%	6.668	

# **Financials** | Income Statement

ltaú

| 41 |

# **Financials | Loan Portfolio & NIM**



Net Interest Margin (NIM)

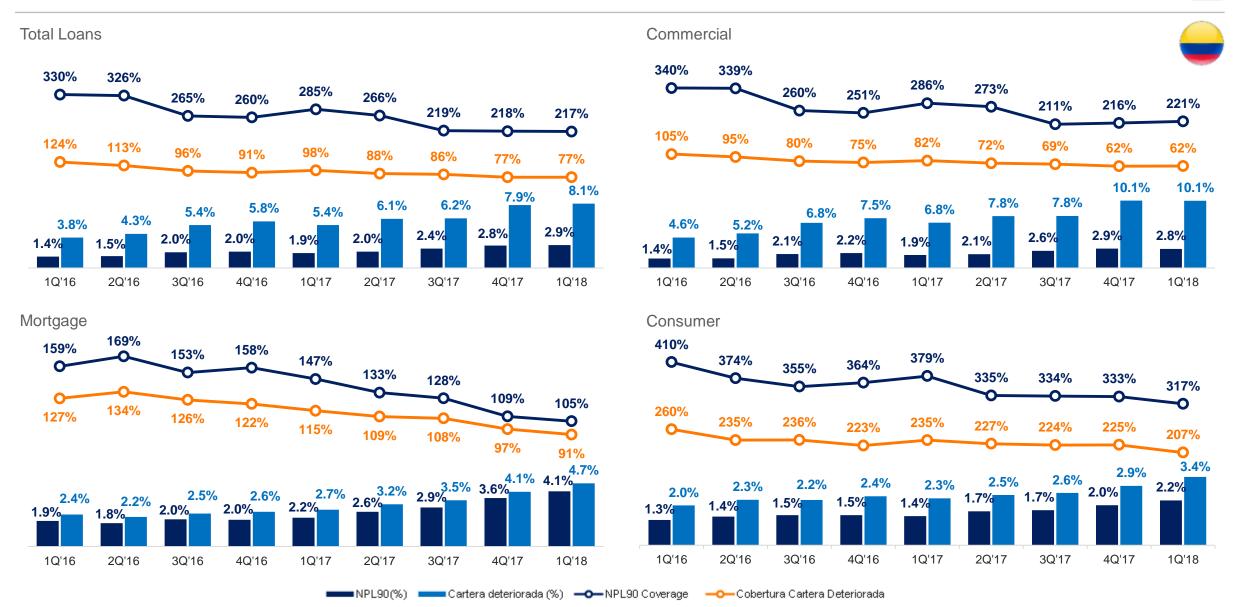
4.3% Ω 3.9% 3.7% 3.6% 3.5% 3.4% 3.3% 3.2% 3.2% Ο 1Q'16 2Q'16 3Q'16 4Q'16 1Q'17 2Q'17 3Q'17 4Q'17 1Q'18

1 – Considers the elimination of foreign exchange variation, which is obtained by the application of the foreign exchange rate of March 31th, 2018 to all periods analyzed.



ltaú

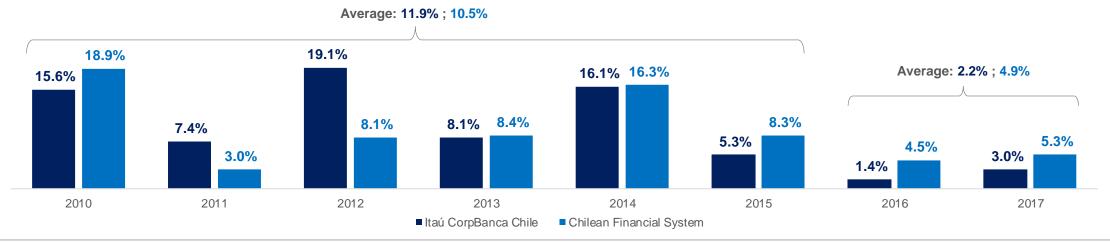




# **Financials | Synergies Update: Compared Evolution of Total Expenses**

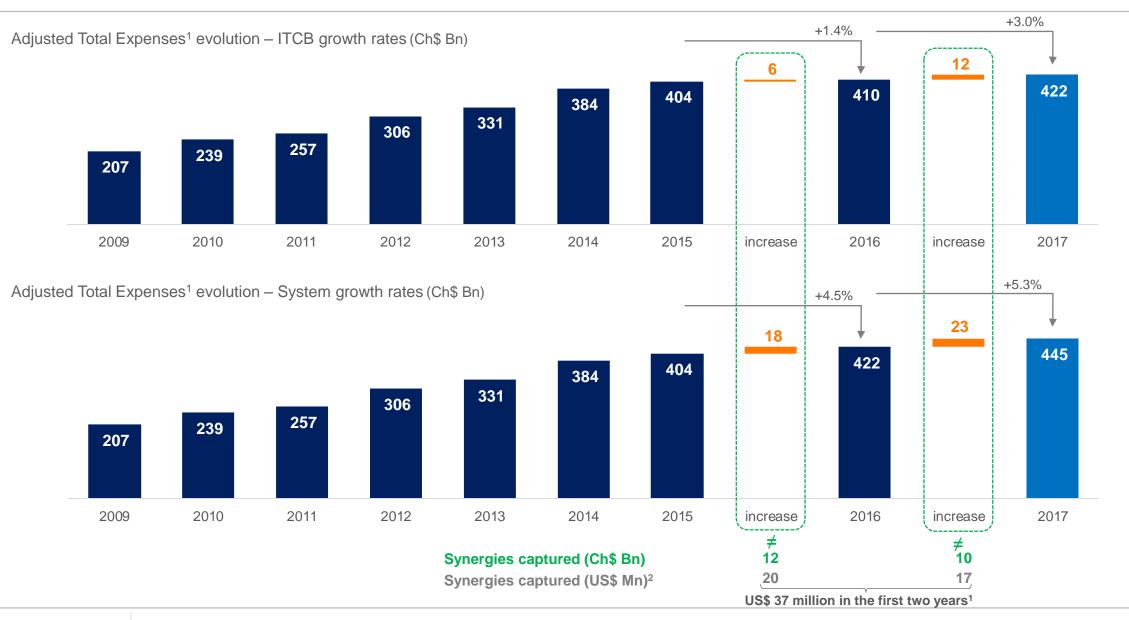
In billion of Chilean pesos	2009	2010	2011	2012	2013	<b>2014</b>	2015	<b>2016</b>	2017
Total Expenses - Itaú CorpBanca <sup>1</sup>	220	255	275	402	545	732	736	801	766
(-) Itaú CorpBanca Colombia	-	-	-	(74)	(191)	(290)	(253)	(253)	(274)
Total Expenses - Itaú CorpBanca Chile	220	255	275	328	354	441	483	548	492
(-) credit risk-related provisions <sup>2</sup>	(3)	(4)	(4)	(6)	(4)	(4)	(2)	(11)	(9)
(-) Non-recurring expenses	-	-	-	-	-	(32)	(54)	(83)	(9)
(-) Depreciation and Amortization <sup>3</sup>	(10)	(12)	(14)	(16)	(20)	(22)	(24)	(45)	(52)
Adjusted Total Expenses - Itaú CorpBanca Chile	207	239	257	306	331	384	404	410	422
Yearly growth rate		15.6%	7.4%	19.1%	8.1%	16.1%	5.3%	1.4%	3.0%
Adjusted Total Expenses - Chilean Financial System	2,254	2,680	2,761	2,983	3,233	3,760	4,073	4,255	4,482
Yearly growth rate		18.9%	3.0%	8.1%	8.4%	16.3%	8.3%	4.5%	5.3%

Adjusted Total Expenses annualized growth (%)



1 – Includes commissions expenses, personnel expenses, administrative expenses, depreciation and amortization, impairment charges and other operational expenses. All data is Proforma 2 – Consisting of provisions for assets received in lieau of payment and provisions for Country risk. 3 – Includes the amortization of intangibles generated through business combinations which are classified as a non-recurring expense on the MD&A.

# **Financials** | Operating Expenses: Estimated Synergies Captured until Dec.17



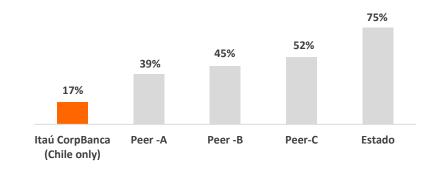
1 – Includes commissions expenses, personnel expenses, administrative expenses, impairment charges and other operational expenses. Excludes provisions for assets received in lieau of payment, provisions for Country risk and Non-recurring expenses. 2 – Assuming a Ch\$ to US\$ exchange rate of 614, as of 12/31/2017.

# Itaú

#### Regulatory Liquidity: Mismatch vs. Peers in Chile

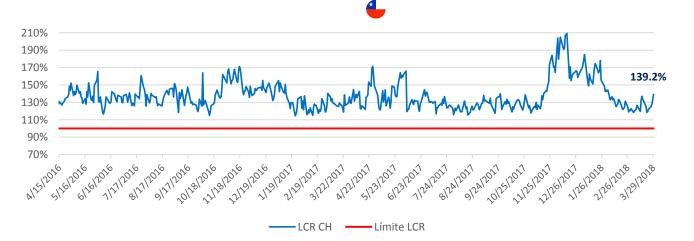
			Adjusted lic	quidity gap	Use of limit		
Ch\$ Bn	Límit	Capital Básico <sup>1</sup>	Total gap - 30 days	Total gap - 90 days	Total gap - 30 days	Total gap - 90 days	
Peer-A	100%	3,103	1,115	2,421	36%	39%	
Peer-B	100%	3,132	1,456	2,848	46%	45%	
Peer-C	100%	2,737	1,150	2,855	42%	52%	
Estado	100%	1,656	682	2,483	41%	75%	
ltaú CorpBanca (Chile only)	100%	3,230	423	1,075	13%	17%	

Itaú CorpBanca has lowest maturity mismatches compared with peers



**BIS III Liquidity Framework – LCR<sup>2</sup>** 

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

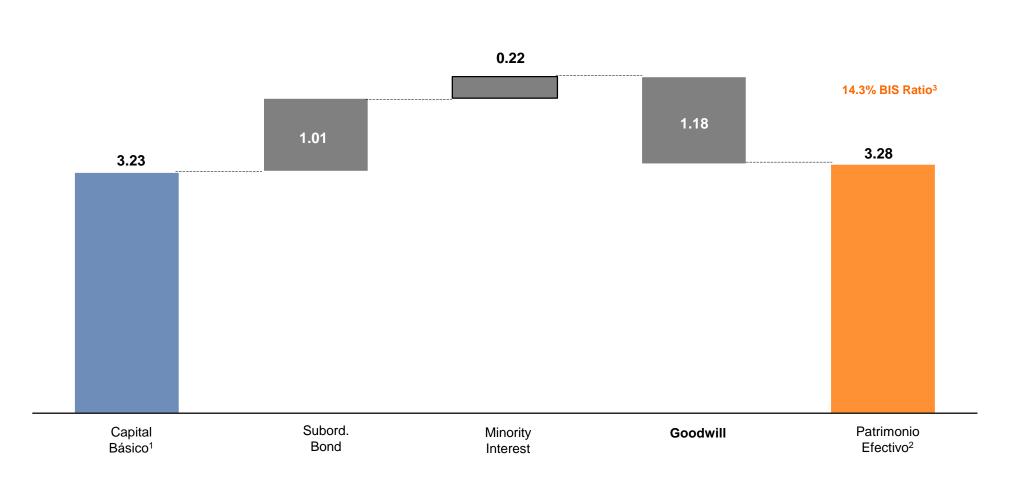


1 – According to SBIF BIS I definitions. 2 – LCR: Liquidity Coverage Ratio calculated according to BIS III rules. Regulatory LCR ratios are still under construction in Chile. Source: Quarterly liquidity status report as of March 31, 2018 for each bank available in the corresponding websites.

# **Financials** | Regulatory Capital Composition Under Current Ley General de Bancos



Ch\$ Tn\*



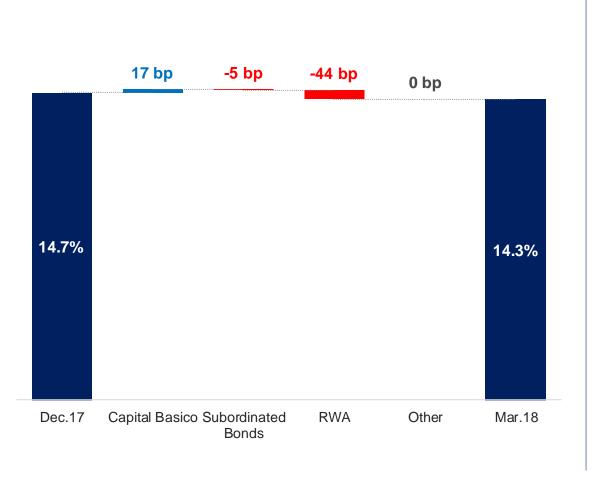
#### Notes:

1 - Capital Básico = Core Capital, according to SBIF BIS I definitions; includes corresponding adjustments from merger effects of the business combination

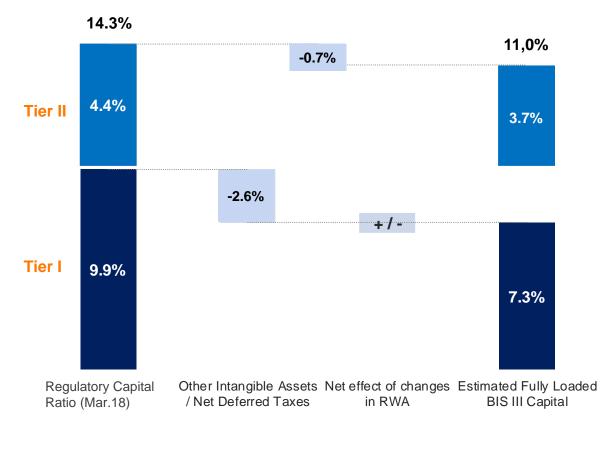
2 - Patrimonio efectivo = Regulatory Capital, according to SBIF BIS I definitions

3 - BIS ratio = Patrimonio efectivo / RWA, according to SBIF BIS I definitions





## **Current regulatory capital ratio evolution**



## **Estimated BIS III capital ratio**

# Agenda

- 1. Investment Case
- 2. Financials
- 3. Integration Milestones
- 4. Appendix







## Merger

- Team building: senior and middle
   management
- Corporate Governance, risk management framework and other policies
- Balance sheet and liquidity strenghtening

## **Transition**

- Completion of retail migration and client segmentation in Chile
  - · Initial roll out of Digital initiatives
  - Resuming business growth in retail
    - Introduction of Itaú Brand in the Colombian retail Market

## Construction

- Full focus on client satisfaction
- Focus on increasing and sustainable results
  - Completing technological integration and advancing with digital agenda
  - Strengthening our culture throughout the organization

## Chile

- Full focus on client satisfaction
- Focus on increasing and sustainable results
- Complete the technological integration and advance with digital agenda
- Strengthen our culture throughout the organization

## Colombia

- Complete branch and client migration
- Complete the technological integration
- Implement retail and wholesale business strategies
- Strengthen our culture throughout the organization

# Agenda

- 1. Investment Case
- 2. Financials
- 3. Integration Milestones
- 4. Appendix



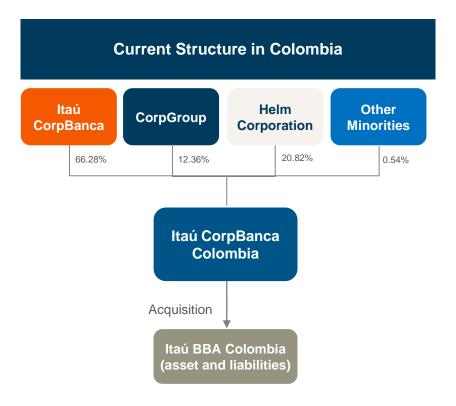




## 1Q'18 Average Balance (Ch\$ Tn)



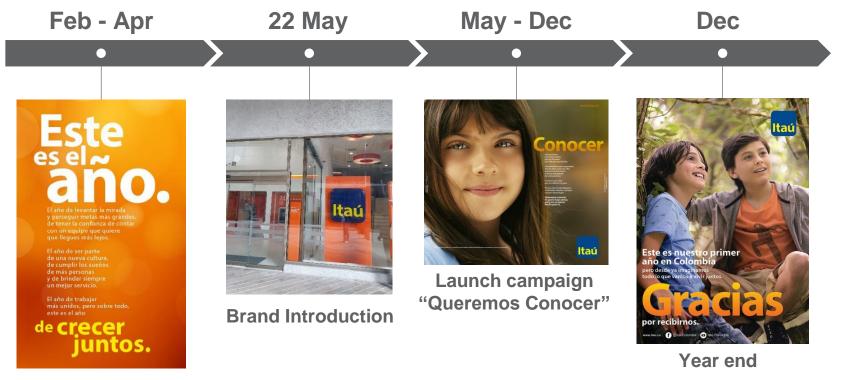
## Itaú CorpBanca Colombia acquired assets and liabilities of Itaú BBA Colombia



- On June 16, 2017 Itaú CorpBanca Colombia acquired Itaú BBA Colombia assets and liabilities<sup>1</sup>
- Postponement of the date for Itaú CorpBanca to purchase the 12.36% stake of CorpGroup in Itaú CorpBanca Colombia:
  - The postponement date to purchase is until January 28, 2022
  - The purchase price has not changed (US\$ 3.5367 per share<sup>2</sup>)
  - Itaú CorpBanca will carry out commercially reasonable efforts to register an listing Itaú 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

<sup>2 -</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%.



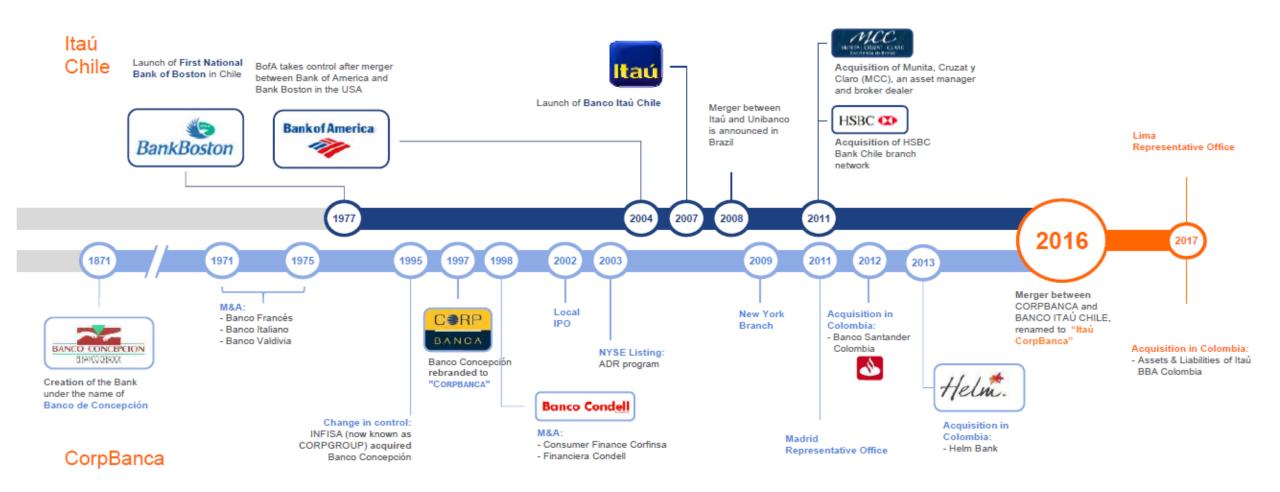


Internal Campaign

"Gracias por recibirnos"

We ended 2017 with 54% of CorpBanca Colombia's clients and 74% of branches migrated. By the end of 1Q'18 we'll have

100% of clients and branches under the Itaú brand and core system.

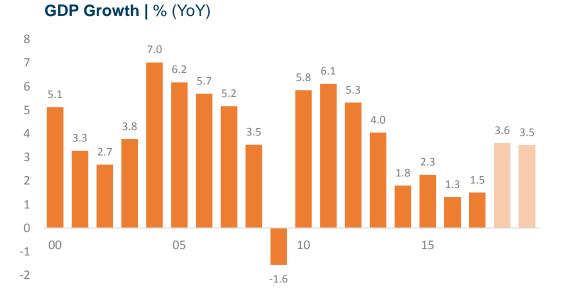


# **Global Macroeconomic Outlook**

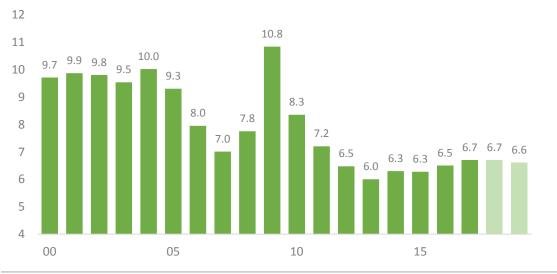


	2011	2012	2013	2014	2015	2016	2017F	2018F	2019F
GDP Growth (%) - World Economy									
World	4.2	3.5	3.5	3.6	3.4	3.2	3.8	4.1	4.0
USA	1.6	2.2	1.7	2.6	2.9	1.5	2.3	2.9	2.6
Euro Zone	1.7	-0.8	-0.2	1.4	2.0	1.8	2.5	2.6	2.4
China	9.5	7.9	7.9	7.2	6.8	6.7	6.9	6.5	6.1
Japan	-0.1	1.5	2.0	0.0	1.4	0.9	1.8	1.6	1.2
GDP Growth (%) - Latam									
Brazil	4.0	1.9	3.0	0.5	-3.5	-3.5	1.0	3.0	3.7
Chile	6.1	5.3	4.0	1.8	2.3	1.3	1.5	3.6	3.5
Colombia	6.6	4.0	4.9	4.4	3.1	2.0	1.8	2.5	3.2
Mexico	4.0	3.6	1.4	2.8	3.3	2.9	2.0	1.8	2.0
Peru	6.5	6.0	5.8	2.4	3.3	4.0	2.5	4.0	4.0
Inflation (eop, %)									
Brazil (IPCA)	6.5	5.8	5.9	6.4	10.7	6.3	2.9	3.5	4.0
Chile	4.4	1.5	3.0	4.6	4.4	2.7	2.3	2.7	2.9
Colombia	3.7	2.4	1.9	3.7	6.8	5.8	4.1	3.2	3.0
Mexico	3.8	3.6	4.0	4.1	2.1	3.4	6.8	3.7	3.3
Peru	4.7	2.6	2.9	3.2	4.4	3.2	1.4	2.2	2.6
Monetary Policy Rate (eop, %)									
Brazil	11.00	7.25	10.00	11.75	14.25	13.75	7.00	6.25	8.00
Chile	5.25	5.00	4.50	3.00	3.50	3.50	2.50	2.50	3.50
Colombia	4.75	4.25	3.25	4.50	5.75	7.50	4.75	4.00	4.50
Mexico	4.50	4.50	3.50	3.00	3.25	5.75	7.25	7.00	6.00
Peru	4.25	4.25	4.00	3.50	3.75	4.25	3.25	2.75	3.25
Unemployment Rate (avg, %)									
Brazil	-	7.4	7.1	6.8	8.5	11.5	12.7	12.0	11.0
Chile	7.1	6.4	5.9	6.4	6.2	6.5	6.7	6.7	6.6
Colombia	10.8	10.4	9.6	9.1	8.9	9.2	9.4	9.4	9.2
Mexico	5.2	4.9	4.9	4.8	4.4	3.9	3.4	3.6	3.4
Peru	7.7	7.0	5.9	6.0	6.4	6.7	6.9	6.4	6.0

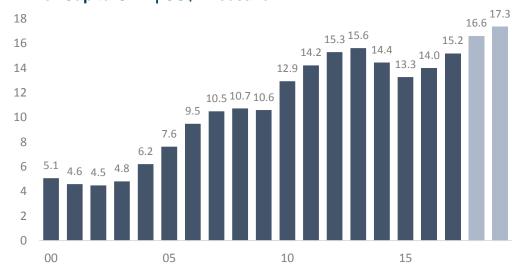
## **Chile | Macroeconomic Outlook**



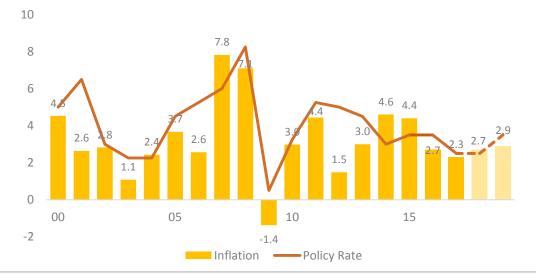
Unemployment rate | %



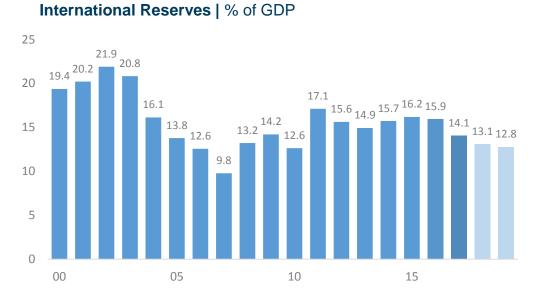
Per Capita GDP | US\$ Thousand



Inflation and Policy Rate | %



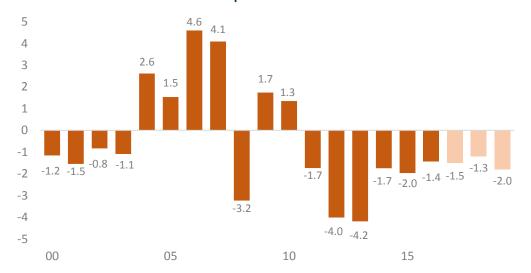
# **Chile | Macroeconomic Outlook**



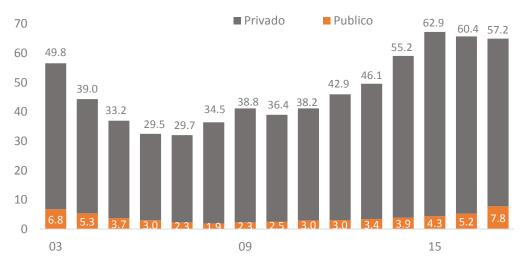
#### Central Government Fiscal Balance | % of GDP



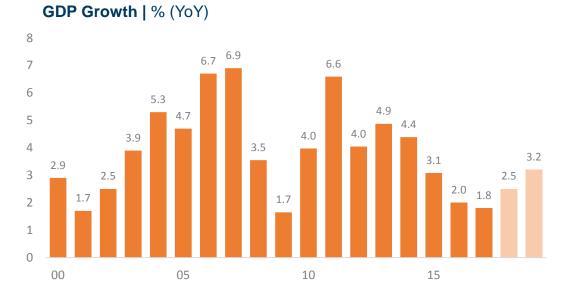
Current Account Balance | % of GDP



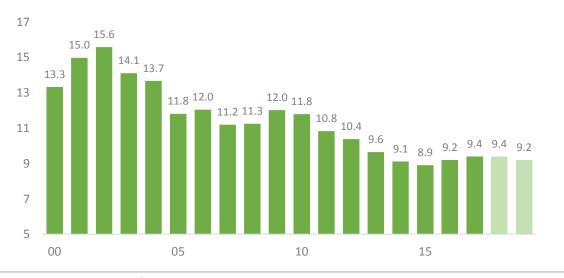
### External Debt | % of GDP



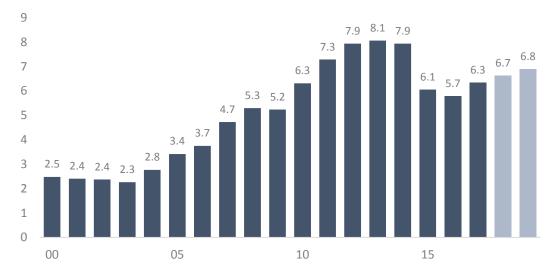
# **Colombia | Macroeconomic Outlook**



Unemployment rate | %

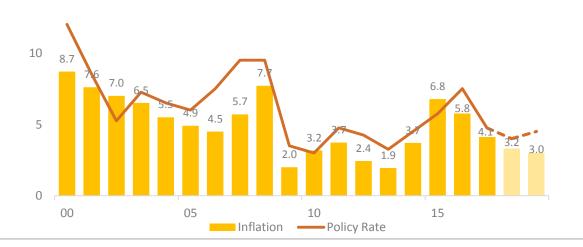


Per Capita GDP | US\$ Thousand

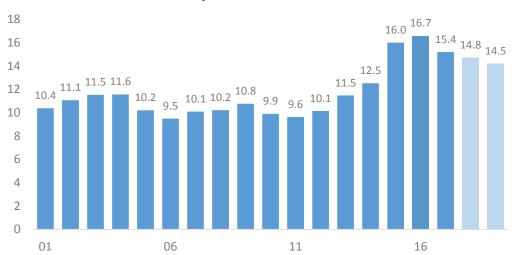


Inflation and Policy Rate | %

15

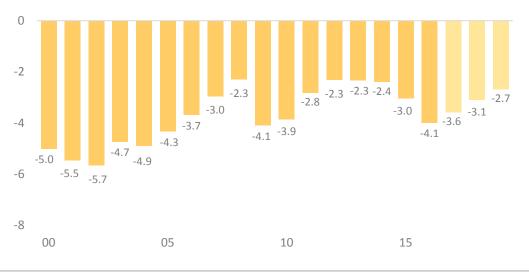


# **Colombia | Macroeconomic Outlook**

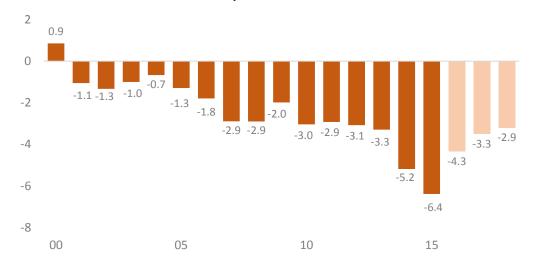


#### International Reserves | % of GDP

### Central Government Fiscal Balance | % of GDP



#### Current Account Balance | % of GDP



### External Debt | % of GDP

