



Financial Results Grupo Security December 2016

6 April 2017,
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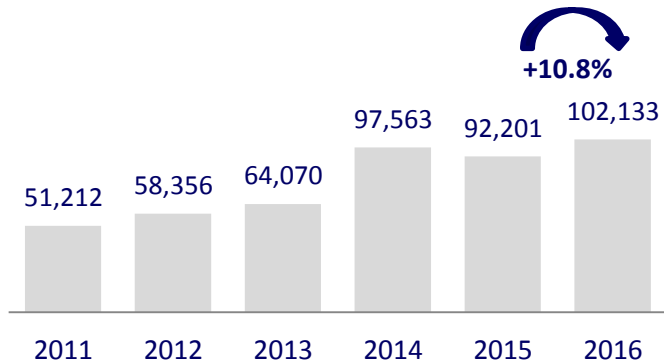
- » **GDP:** The year ended with growth of 1.6%. Growth is expected to increase by 2.1% in 2017 driven by better external conditions and an improvement in internal expectations.
- » **Unemployment** averaged 6.5% in 2016, and is expected to average around 7% in 2017 due to decreasing job creation.
- » **Inflation:** Annual variation in CPI stood at 4.8% at the start of 2016, closing the year at 2.7%. It is expected to be in the lower Central Bank target range of 2% to 4% in 2017.
- » **Exchange rates:** There was high volatility at the beginning of the year due to uncertainty in the normalization of US monetary policy. The Chilean peso/US dollar rate fell to CH \$730 and appreciated to CH \$667 by the end of December. It is expected to hover around CH \$660 during 2017.
- » **MPR:** The Central Bank maintained the rate at 3.5% during 2016 with a restrictive bias. It became neutral in August due to the economic slowdown and moderation in inflation. The Central Bank lowered the MPR in January (-25 BPS) and March (-25 BPS). A further drop is expected over the remainder of 2017.
- » **Market interest rates** fell during 2016 to a two-year low, then rose again towards the end of the year. The BCP-10 went from 4.7% at the end of 2015 to 4.4%. A downward trend in interest rates is expected in 2017 in line with the MPR and moderate inflation.
- » **Bank loans grew by** 5.5% YoY as of Dec-16, less than the 12.2% growth recorded in 2015. Excluding foreign subsidies, loans increased by 5.7% YoY. Loans are expected to increase next year by between 5% and 6% across the industry.

Grupo Security¹ Results (MCH\$)

Profit - Business Areas

(CH\$ million)

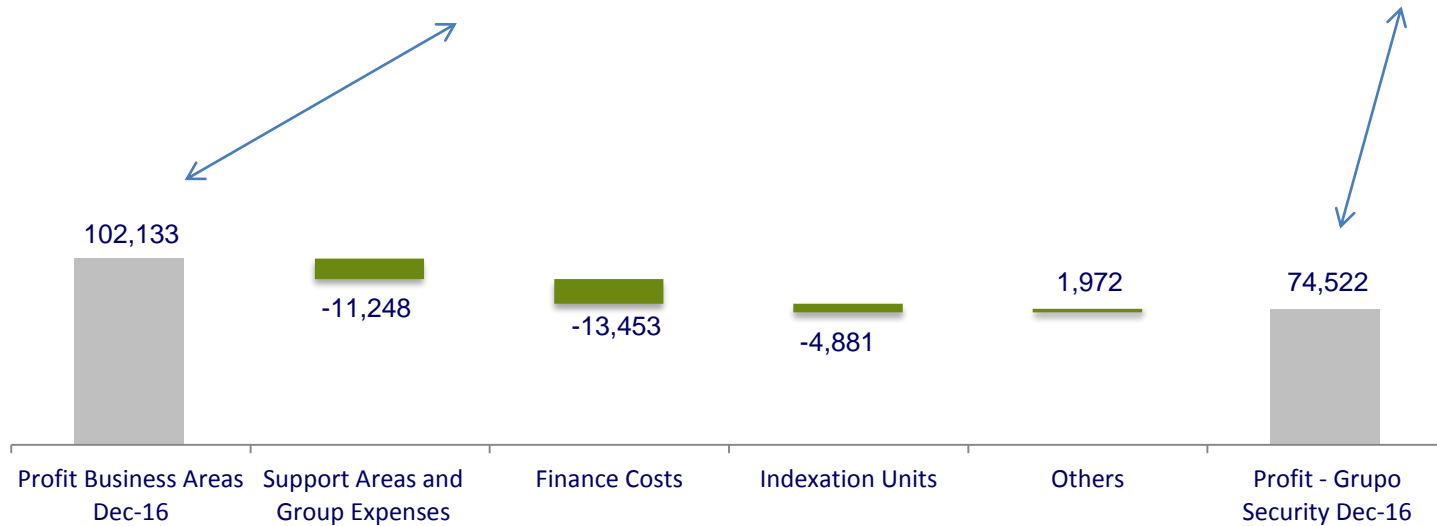
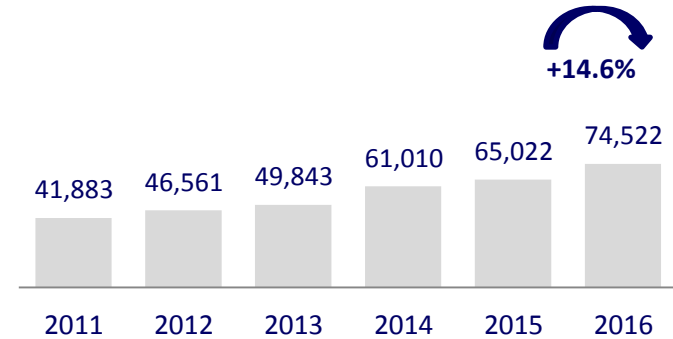
CAGR 2011-2016: +14.8%



Profit - Grupo Security

(CH\$ million)

CAGR 2011-2016: +12.2%



¹ Profit (loss) attributable to owners of the controller based on segment note in Grupo Security Earnings Report.

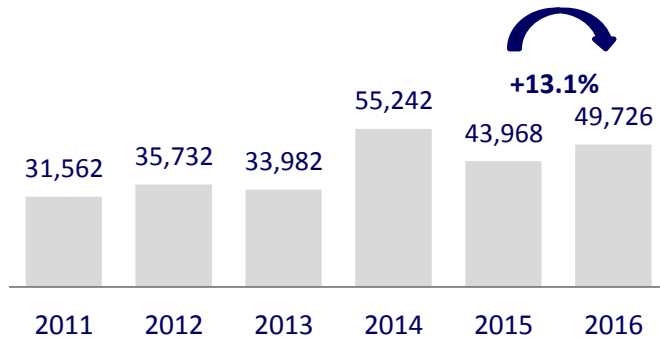
Results by Business Area

(CH\$102,133 million as of Dec-16)

Lending Area Profit

(CH\$ millions)

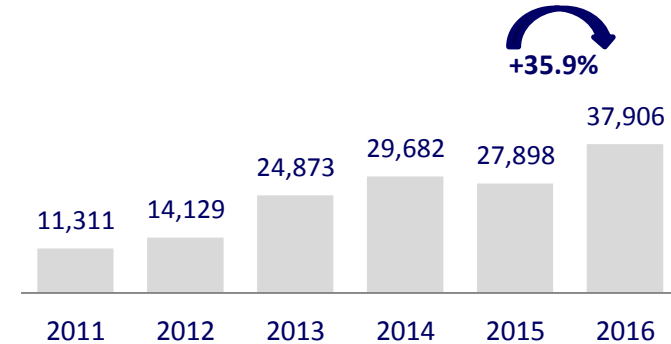
CAGR 2011-2016: +9.5%



Insurance Area Profit

(CH\$ million)

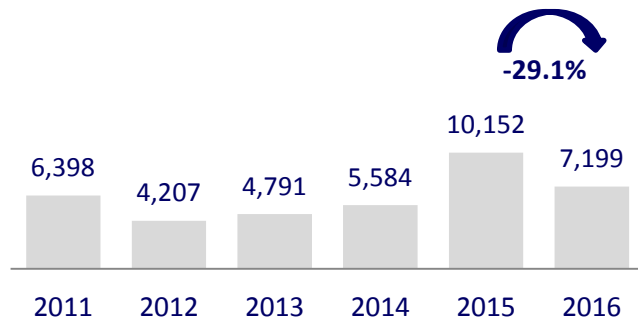
CAGR 2011-2016: +27.4%



Asset Management Area Profit

(CH\$ millions)

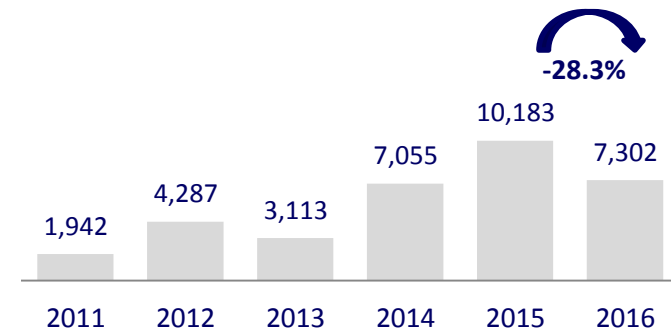
CAGR 2011-2016: +2.4%



Other Services Area Profit

(CH\$ millions)

CAGR 2011-2016: +30.3%



Trends for Grupo Security - LTM

Profit	Dec-11	Dec-12	Dec-13	Dec-14	Dec-15	Dec-16	% Var. 16/15	CAGR 16/11
(Ch\$ Millions)								
- Banco Security (Individual)	28,492	30,895	27,456	49,322	36,968	42,430	14.8%	8.3%
- Factoring	3,069	4,838	6,527	7,444	7,002	7,303	4.3%	18.9%
Lending								
- Valores Security	1,601	827	875	2,171	1,871	1,233	-34.1%	-5.1%
- AGF Security	4,529	3,507	4,470	4,414	8,584	6,939	-19.2%	8.9%
- Asesorías Security	47	-103	-303	4	88	-603	-	-
- Securitizadora Security	-177	-24	-159	-245	-339	-198	-41.5%	2.2%
Asset Management								
- Penta Security	3,908	1,919	2,506	3,942	632	18,979	-	-
- Seguros Vida Security	5,875	11,107	19,286	26,793	27,659	21,911	-20.8%	30.1%
- Servicios Security	799	821	1,690	690	680	1,123	65.0%	7.0%
Insurance								
- Inmobiliaria Security	430	2,238	549	4,008	6,868	3,800	-44.7%	54.6%
- Travel Security	1,779	2,411	3,022	3,671	4,002	4,220	5.5%	18.9%
Services								
Grupo Security Profit	41,883	46,561	49,843	61,010	65,022	74,522	14.6%	12.2%

* Subsidiary's profits represent the entire profit (except at Penta Security where there is minority shareholding of 29.55% The figure presented in this table through Dec-16 is the pre-tax profit received from the sale of the minority stake in the company. After tax, extraordinary gain came to CH\$14,937 million). These figures differ from the results reported in the segment note, which includes consolidation adjustments to account for Grupo Security's percent ownership in each of its respective subsidiaries.

Banco Security (Standalone): Profit CH\$42,430 million Dec-16 (+14.8% YoY). Total loans CH\$4,462 billion (+10.0% YoY; +3.8% QoQ)

Commercial Banking: CH\$43.160 million Dec-16, +110.1% YoY

- » Lower **risk losses** in Commercial Banking (MCH\$7,708 as of Dec-16, MCH\$33,321 as of Dec-15); Higher risk losses in 2H15 due to stricter risk policies and specific cases
- » Higher **financial margin** (MCH\$73,693 as of Dec-16, + 13.4% YoY) due to **commercial loan** growth (MCH\$3,506,685 as of Dec-16, + 11.8% YoY). Loans grew by 4.6% in 4Q16

Retail Banking: CH\$2.939 million Dec-16, -55.8% YoY

- » Higher **operating expenses** (MCH\$57,285 in Dec-16, + 25.9% YoY) due to greater depreciation and amortization and the increase in indirect expenses due to the implementation of technological projects
- » Increased **risk losses** (MCH\$19,181 in Dec-16, + 34.0%) due to more conservative criteria in the constitution of provisions for consumer products, and a one-time effect of MCH\$1,021 due to changes in the regulations (mortgage loans)
- » Higher **net fees** (MCH\$20,360 as of Dec-16, + 28.5% YoY) due to sales of products that complement the loan offering
- » Higher **financial margin** (MCH\$57,926 as of Dec-16, + 13.0% YoY), due to higher **retail loan** volume (MCH\$955,409 as of Dec-16, + 4.6% YoY). Loans grew by 1.1% in 3Q16

Treasury: CH\$ 14,611 million as of Dec-16, -5.0% YoY

- » Lower **financial margin** (MCH\$8,048 as of Dec-16, -62.2% YoY) due to MPR increases from 3% to 3.5% towards the end of 2015.
- » Higher **net foreign exchange transactions and other net operating income** (MCH\$25,686 as of Dec-16, + 175.9% YoY) due to a strong performance from foreign currency derivatives and good results in domestic corporate bonds and available-for-sale portfolio

Higher **operating expenses** (MCH\$128,935 as of Dec-16, + 31.8% YoY) throughout the Bank. Greater commercial activity; expenditure on technology projects; and changes in the bank's software capitalization and depreciation criteria

Impairment in intangible assets by CH\$-21,100 million, due to obsolete technological systems.

Banco Security Indicators (Consolidated)

	2011	2012	2013	2014	2015	2016
Efficiency Ratio (Operating Expenses/ Gross Op. Income)	54.16%	54.69%	53.26%	48.87%	48.07%	59.29%
Risk Index (Provisions/Loans)	1.37%	1.38%	1.39%	1.59%	1.83%	1.81%
NPL Portfolio coverage	103.94%	104.13%	125.72%	107.04%	119.02%	126.29%
ROAE (Profit LTM/Avg. equity)	14.78%	12.79%	11.08%	16.27%	12.05%	11.63%
Net Interest Margin LTM / Average Loans 2	2.62%	2.41%	2.60%	3.35%	3.43%	3.35%
Equity (MCH\$)	267,463	283,593	308,362	379,051	408,340	461,783
Profit Attributable to Controllers (MCH\$)	35,016	35,227	32,798	55,902	47,424	50,604
Core Capital (Base Capital/ Total Assets)	6.3%	6.2%	6.3%	6.8%	6.6%	7.1%
Basel I Tier II Index (Equity/ RWA)	12.0%	11.9%	12.2%	12.5%	12.1%	13.2%

- » Excluding the effect of the CH\$-21,100 million impairment loss on the Bank's intangible assets, the efficiency ratio would have been 54.1% as of Dec-16

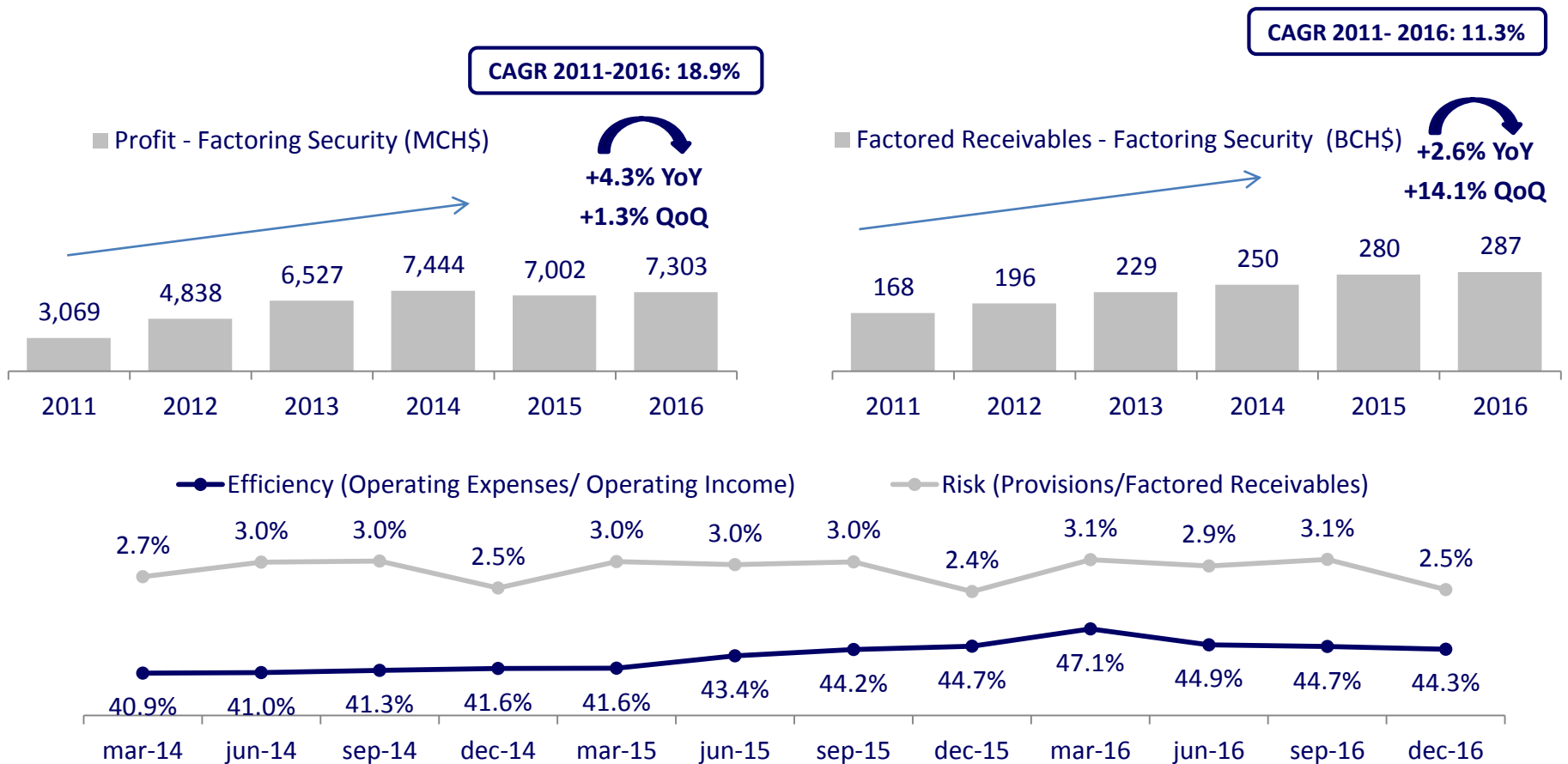
Banco Security vs. Peer Banks vs. Chilean Banking System

	Banco Security		Peer Banks		System	
	Dec-15	Dec-16	Dec-15	Dec-16	Dec-15	Dec-16
Gross Operating Income LTM / Average Total Assets	3.83%	3.72%	3.72%	3.75%	4.67%	4.30%
Efficiency Ratio (Operating Expenses / Gross Operating Income)	48.07%	59.29%	50.23%	51.75%	47.40%	50.23%
Risk Ratio (Provisions/Loans)	1.83%	1.81%	1.69%	1.74%	2.39%	2.50%
Commercial Risk Ratio	1.99%	1.88%	1.69%	1.79%	2.36%	2.42%
Retail Risk Ratio	1.28%	1.53%	1.70%	1.63%	2.51%	2.67%
ROAE (Profits LTM / Avg. Equity)	12.05%	11.63%	11.99%	12.56%	14.66%	11.83%
ROAA (Profits LTM / Avg. Assets)	0.89%	0.87%	0.87%	0.92%	1.14%	0.95%
Net Interest Margin LTM / Average Loans	3.43%	3.35%	3.34%	3.35%	4.54%	4.21%
Core Capital (Basic Capital/Total Assets)	6.63%	7.10%	6.33%	6.81%	6.68%	7.58%
Basel I Tier 2 Index (Equity/ RWA)	12.10%	13.22%	12.29%	13.16%	12.62%	13.78%

Peer banks: Bice, BBVA, Consorcio, Scotiabank and Security

Lending Area: Factoring Security

- » Profit CH\$7,303 million as of Dec-16 (+ 4.3% YoY, + 1.3% QoQ)
- » Average spread of around 0.68% as of Dec-16, -4 bps YoY
- » Factored receivables: CH\$ 286,846 million + 2.6% YoY, + 14.1% QoQ
- » Risk (Provisions/Loans) of 2.5% as of Dec-16; +4 bps YoY and -59 bps QoQ
- » Efficiency (Operating expenses/Net income): 44.3% (-42 bps YoY)



Vida Security: Profit CH\$21,911 million as of Dec-16, (-20.8% YoY)

- » **Contribution Margin:** CH\$-50,322 million as of Dec-16, versus CH\$-43,798 million as of Dec-15:
 - » **Direct premium:** CH\$348,517 million as of Dec-16 (+ 43.9% YoY). Increased CUI and APV premiums (CH\$134,225 million as of Dec-16, + 26.6% YoY). The **fifth Disability and Survivor Insurance contract** became effective, which provided direct premiums of CH\$79,446 million during 2H16.
 - » **Variation in technical reserves:** CH\$-78,933 million as of Dec-16 (+ 25.3% YoY). Investment income performance from individual insurance with savings components has an impact on technical reserves, which partially offsets net profit.
 - » **Claims paid:** CH\$-132,286 million as of Dec-16, + 73.4% YoY. Higher transfers and surrenders of individual insurance with savings components; the **fifth Disability and Survivor Insurance contract** became effective, which reported claims paid of CH\$27,702 million just during 2H16. In the Disability and Survivor Insurance the claims paid are the reserve established by the current value of the liability to the insured.
- » Improved **investment returns** (MCH\$111,218 as of Dec-16, + 10.9% YoY, -35.7% QoQ). Good performance of CUI and APV portfolios due to a favorable scenario of interest rates and equity recovery, partially offset by the absence of extraordinary gain from the sale of a building during 4Q15

Penta Security: Extraordinary pre-tax gain on the sale of the investment of CH\$18,979 million.

- » CH\$14,937 million after taxes

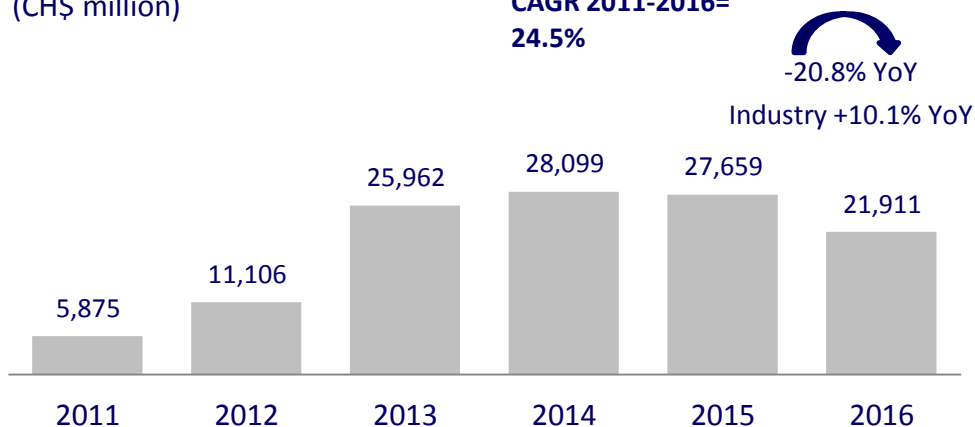
- » Good portfolio performance associated with individual insurance with savings components due to a favorable scenario of interest rates and equity recovery, partially offset by the absence of an extraordinary gain from the sale of a building during 4Q15.
- » Insurance with savings components generate reserves from investment returns, thus partially offsetting the positive effect on net profit.

Investment Income	Dec-15		Dec-16		Portfolio			Gain (Loss)		
			In CH\$ million		Dec-15	Dec-16	Δ% YoY	Dec-15	Dec-16	Δ% YoY
Fixed Income	4.1%	5.2%	Fixed Income	1,565,965	1,687,248	7.7%	60,537	84,204	39.1%	
Variable income and indexes	2.4%	4.0%	Variable income and indexes	333,945	319,647	-4.3%	7,731	13,234	71.2%	
Real estate	5.3%	6.0%	Real estate	231,444	232,103	0.3%	12,680	13,892	9.6%	
Other investments	75.5%	-0.3%	Other investments	35,128	39,934	13.7%	19,318	-111	-	
Investment Income	4.8%	5.0%	Investment Income	2,166,482	2,278,932	5.2%	100,265	111,218	10.9%	

Vida Security Net Profit¹

(CH\$ million)

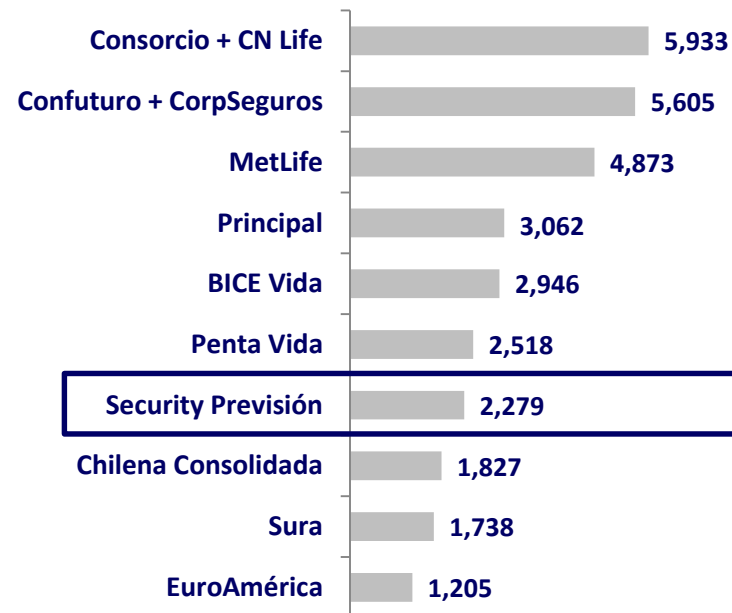
CAGR 2011-2016=
24.5%



Investments of Main Life Insurance Companies

December 2016

CH\$ 31,290 billion



Vida Security vs. Industry

Dec-16	Security	Peers	Industry
Profit / Retained premium	7.0%	6.3%	7.5%
(Claims and Pensions Paid) / Direct premium (1)	76.7%	98.1%	91.4%
Administrative Expenses /Direct Premium (2)	9.6%	7.6%	11.4%
Underwriting Expenses /Direct Premium (3)	5.1%	4.1%	5.3%
Combined Ratio (1) + (2) + (3)	91.4%	109.8%	108.1%
ROAE	13.3%	12.8%	13.2%
ROAI	5.0%	5.5%	5.4%
Leverage (Liability/Equity)	13.81 x	12.64 x	10.02 x

Peer insurance companies: Aggregate of Bice Vida; Chilena Consolidada; Confuturo; Consorcio Nacional; Euroamérica; MetLife; Penta Vida; Principal; Vida Security and Sura

Protecta: Profit as of Dec-16 S./ 4.8 million (US\$ 1.44 million), versus profit as of Dec-15 of S./ 11.7 million (US\$ 3.39 millones)

- » Technical profit -S./ 28.0 million as of Dec-16 (S /- 21.5 million YoY)
 - » Direct premiums decreased by of S/-22.1 million YoY in credit life insurance, and S./-14.6 million YoY in annuities
 - » Minor adjustment in technical reserves of S./ 6.8 million, and lower net commissions of S./ 12.9 million, due to lower annuity sales
 - » Investment income increased by S./14.6 million YoY, to reach S./ 61.5 million as of Dec-16, + 31.2% YoY, due to portfolio growth and good performance on real estate investments

- » Net annuity premiums of S./107.5 million as of Dec-16, -11.9% YoY. The market fell by 36.2% over the same period

- » Market share of annuities was 10.8% as of February 2017, versus 5.3% as of Sep-2015

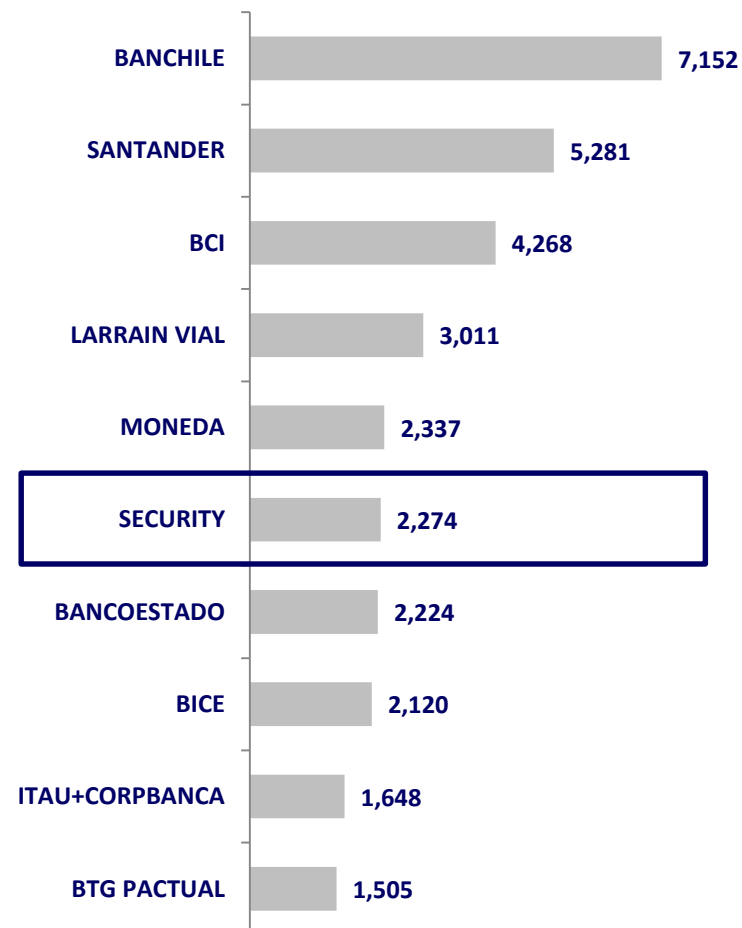
Benefits	January-December 2014		January-December 2015				January-December 2016			
	Market	Protecta	Market	%	Protecta	%	Market	%	Protecta	%
Retirement	1,204,101	39,685	1,537,210	27.7%	76,711	93.3%	628,822	-59.1%	38,282	-50.1%
Disability	401,077	27,273	353,824	-11.8%	27,171	-0.4%	418,292	18.2%	40,960	50.7%
Survival	338,172	14,299	345,656	2.2%	18,175	27.1%	379,578	9.8%	28,239	55.4%
Total	1,943,351	81,257	2,236,690	15.1%	122,057	50.2%	1,426,692	-36.2%	107,481	-11.9%

Inversiones Security Profit CH\$7,199 million as of Dec-16 (-29.1% YoY, -6.1% QoQ)

- » **Increased AUM** CH\$ 3,645 billion (+27.4% YoY, -2.1% QoQ)
- » **Successful incorporation** of Banco Penta's asset management business ($\approx \Delta+$ CH\$ 800 billion)
 - » Market share of public mutual and investment funds was 5.5%
 - » Market share of mutual funds was 5.9 %
- » **Lower returns** on mutual funds (0.96% as of Dec-16 vs. 1.08% as of Dec-15): movement toward funds with lower returns due to volatility
- » **Higher expenses** due to merger with Banco Penta's asset management business
- » **Sale of one share** in the Santiago Stock Exchange for CH\$2,200 million to Bovespa in **June 2015**

AUM Mutual and Investment Funds

Total: CH\$ 31,821 billion



Travel Security: Profit CH\$4,220 million as of Dec-16 (+5.4% YoY, +7.3% QoQ)

- » Stable profit, however lower revenue and lower profits from the Travex subsidiary in Peru
 - » Travel reported total sales of US\$ 245 million as of Dec-16 (-4.4% YoY, -0.6% QoQ)
- » Increase in revenues from better negotiations with airline companies and other suppliers, and increase in passenger traffic
 - » Travex ³ Profit: CH\$ 273 million (-66.9% YoY, -38.0% QoQ)

Inmobiliaria Security: Earnings Dec-16 CH\$ 3,800 million (-44.7% YoY)

- » Fewer deeds transferred on projects (85 in 2016, 220 in 2015)
- » Real estate assets under management of CH\$72,004 million (+30.8% YoY, +4.4% QoQ)
 - » Projects under development:
 - » Puerta Real. 294 units. 1 unit available for sale
 - » Espacio El Vergel: 81 units. 24 units available for sale
 - » San Rafael Project: 13 units. 1 unit available for sale
 - » Brisas del Canto: 33 units. 20 units available for sale
 - » San Damián (stages 1 and 2): 24 units. 15 units available for sale

³ Travel Security controls 75% of Travex Security through Viajes Security

Trends for Grupo Security - Indicators

» Distributable profit as of Dec-16 of CH\$74,522 million, + 14.6% YoY. Grupo Security's ROAE rose to 13.11%

	2011	2012	2013	2014	2015	2016
Grupo Security Consolidated Profit (MCH\$)	41,883	46,561	49,843	61,010	65,022	74,522
Closing Number of Shares (millions)	2,882	2,882	3,184	3,232	3,258	3,258
Closing price	175	187	177	216	191	226
Closing Market Cap (MCH\$)	504,395	538,982	563,510	697,702	621,370	736,358
EPS (times)	14.53	16.15	15.66	18.88	19.96	22.87
PE (times)	12.04 x	11.58 x	11.31 x	11.44 x	9.56 x	9.88 x
Market Book Value (times)	1.34 x	1.35 x	1.21 x	1.33 x	1.13 x	1.26 x
Dividend Yield	5.7%	5.4%	4.0%	5.2%	5.8%	
Leverage	24.68%	26.16%	36.76%	36.14%	34.86%	34.45%
ROAA	0.92%	0.90%	0.82%	0.84%	0.80%	0.83%
Equity	376,349	397,790	467,004	522,718	551,653	585,628
Business Areas Profit (MCH\$)	51,212	58,356	64,070	97,563	92,201	102,133
ROAE	12.37%	12.03%	11.53%	12.33%	12.10%	13.11%
Payout Ratio (Dividends/ Profit)	68.8%	63.5%	47.9%	54.4%	56.4%	
Five-year CAGR Consolidated Profit	9.38%	7.78%	22.89%	15.26%	9.74%	12.21%

Summary as of December 2016:

- Bank loans **+10.0%** YoY (**+5.7%** Industry, **+5.5%** including foreign subsidiaries)
- Factored receivables **+2.6%** YoY
- AUM in mutual funds **+8.4%** YoY (**+7.1%** Industry)
- Direct life insurance premiums **+43.9%** YoY (**+15.1%** Industry)

.... with Grupo Security outgrowing the industry across all business lines.

Risks



Measures taken by Security



Scarce economic growth affecting all segments

Focus on increased commercial productivity

Focus on efficiency: expenses contained if extraordinary effects are excluded

Conservative risk management in a context of lower growth

- Moderate growth in loans across the industry: **5%-6%** in nominal terms, including foreign subsidiaries. Banco Security expects to grow by more than **6%**.
- The mutual fund industry's AUM growing at **8% -10%** in nominal terms, AGF Security expects to grow by **10% -12%**.
- Total premiums to grow by **9% -10%** in nominal terms; Vida Security will grow faster than this.



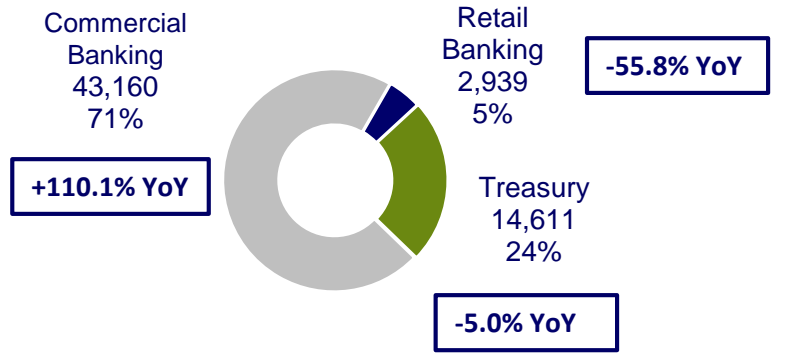


Financial Results Grupo Security December 2016

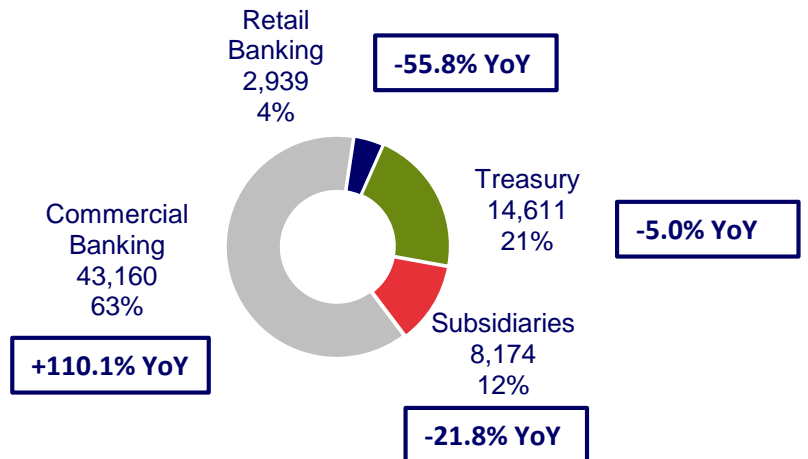
Banco Security - Profit

- » Consolidated profit of CH\$50,604 million as of Dec-16 (+ 6.7% YoY, -1.8% QoQ)
- » Consolidated gross operating income of CH\$217,144 million (+6.7% YoY, +8.0% QoQ)

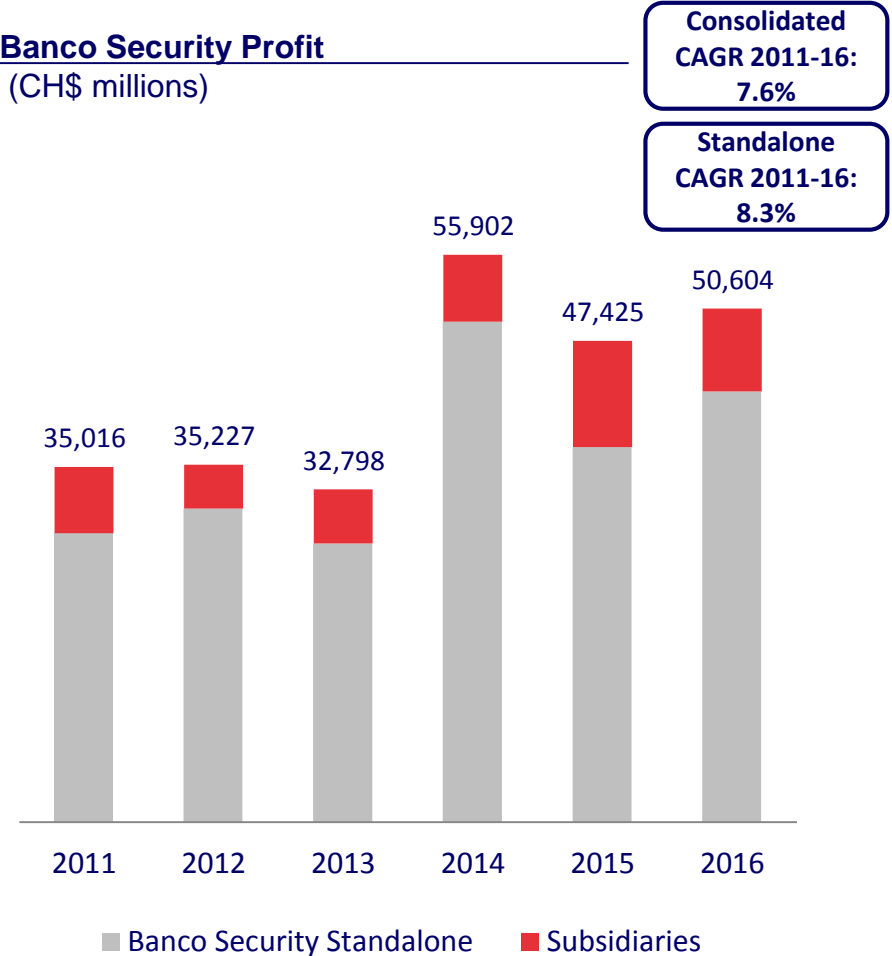
Banco Security Standalone Profit: CH\$42,430 million (CH\$ million) Growth 2016/15 +14.8% YoY*



Banco Security Consolidated Profit : CH\$50,604 million (CH\$ million) Growth 2016/15 +6.7% YoY*



Banco Security Profit (CH\$ millions)



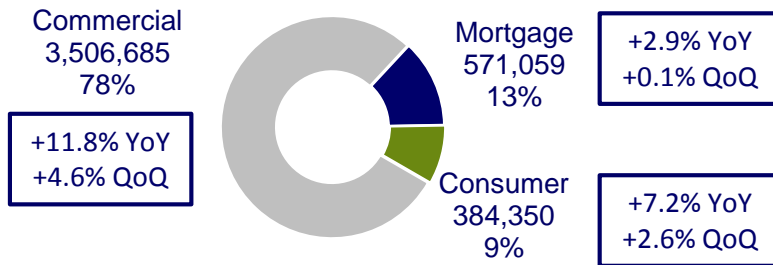
Consolidated CAGR 2011-16: 7.6%

Standalone CAGR 2011-16: 8.3%

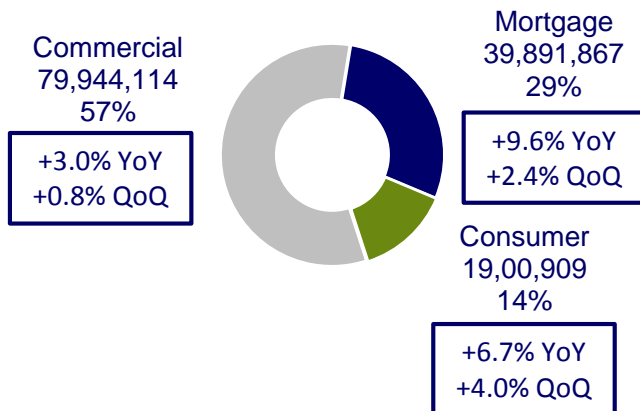
* Includes net loss of CH\$-18,280 million in Corporate Support and "Adjustments"

» Consistent trend in loan growth with CAGR of 11% since 2011

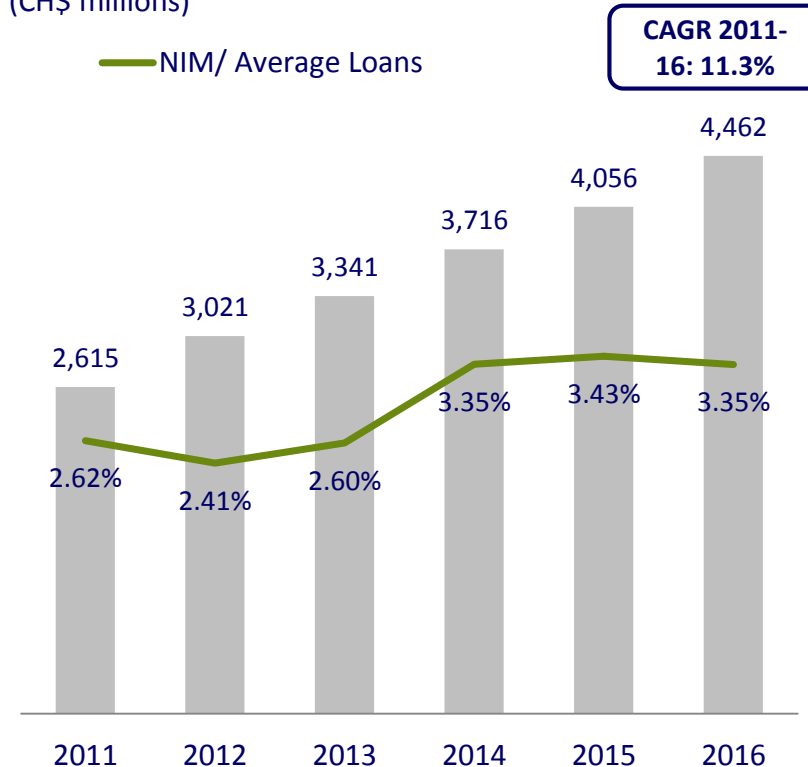
Banco Security Loan Portfolio: CH\$ 4,462,332 million
 Growth 2016/15 +10.0% YoY; +3.8% QoQ



Industry loans¹: CH\$ 140,258,239 million
 Growth 2016/15 +5.7% YoY; +1.8% QoQ



Banco Security Loan Portfolio
 (CH\$ millions)

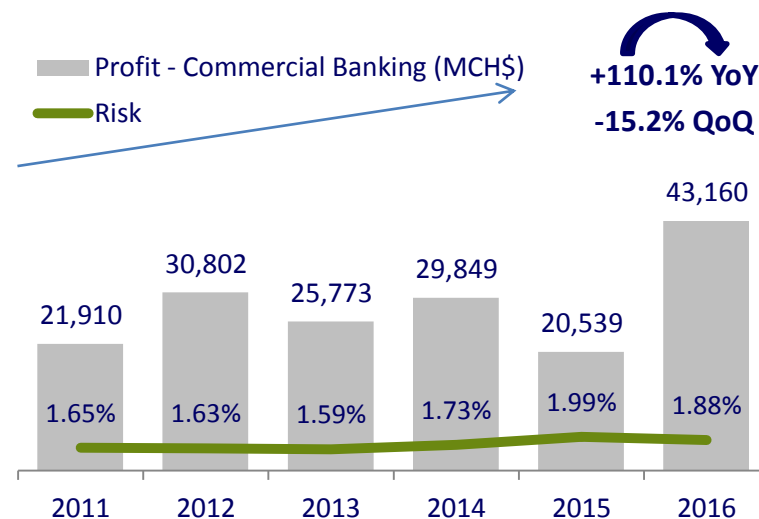
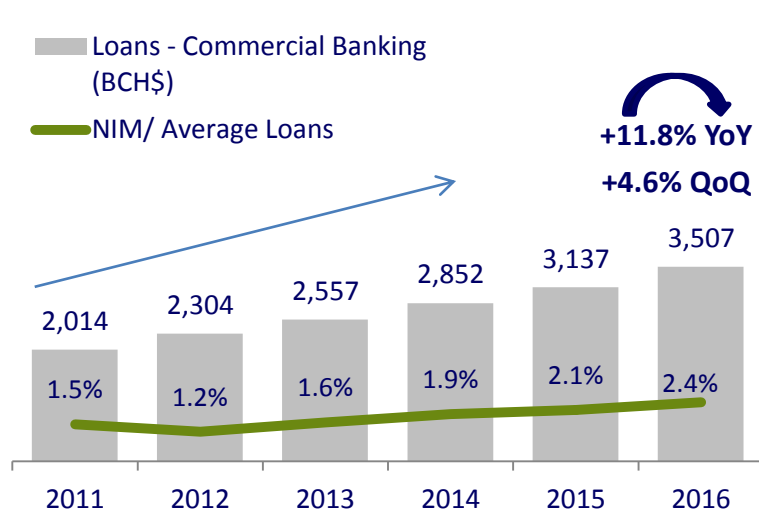


¹Excluding the industry's foreign subsidiaries. Includes loans and advances to banks.

Results as of December 2016

- » Commercial loans: CH\$ 3,506,685 million (+11.8% YoY y +4.6% QoQ; vs industry¹ +3.4% YoY and +0.8% QoQ); 78.0 % of portfolio
- » Profit December 2016: CH\$43,160 million (+110.1% YoY)
- » Commercial Banking had 9,724 current accounts as of December 2016, +4.5% YoY

Main Effects on Profit as of Dec-16					
CH\$ millions	Δ% QoQ	Δ QoQ	Δ% YoY	Δ YoY	Dec-16
Interest Margin	4.3%	798	13.4%	8,713	73,693
Provision expenses	-25.0%	854	-76.9%	25,613	-7,708
Operating expenses	34.2%	-3,258	23.3%	-7,381	-39,033

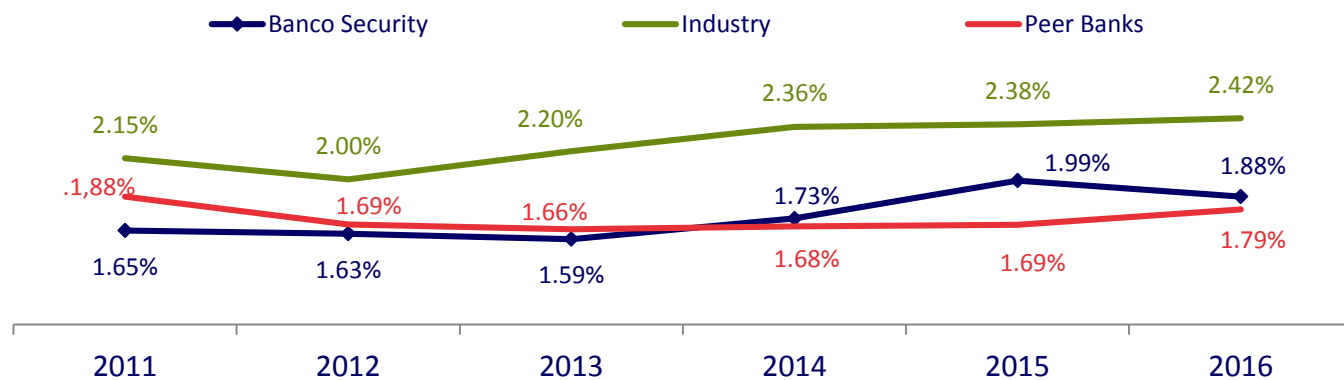


» **Reduced provision expenses** (MCH\$7,708 as of Dec-16, -76.9% YoY)

- » The comparative figure for the second half of 2015 was high, due to stricter risk policies and specific cases that affected the portfolio

	Dec-15	Dec-16	% ChG YoY
Commercial loans (millions)	3,137,309	3,506,685	11.8%
Loan Loss Provisions - Commercial Loans (millions)	-33,321	-7,708	-76.9%
Commercial provisions (millions)	62,524	66,017	5.6%
NPL Coverage - Commercial Loans (%)	124.7%	122.9%	-1.5%
Provisions/Loans (%)	1.9%	1.8%	-8 p

Commercial Banking Risk (provisions/loans)

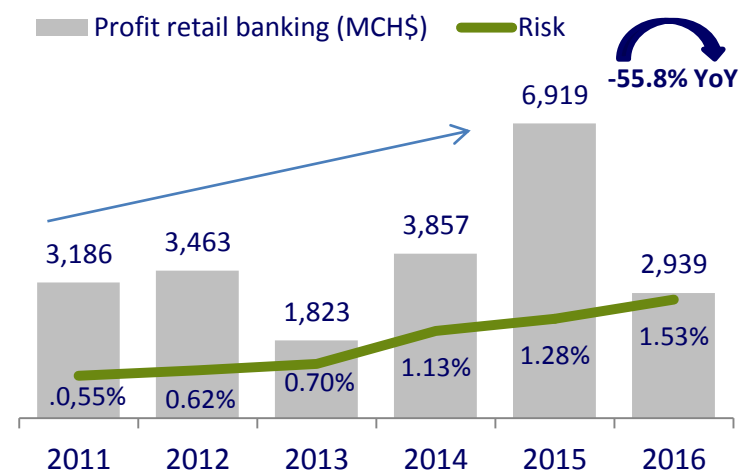
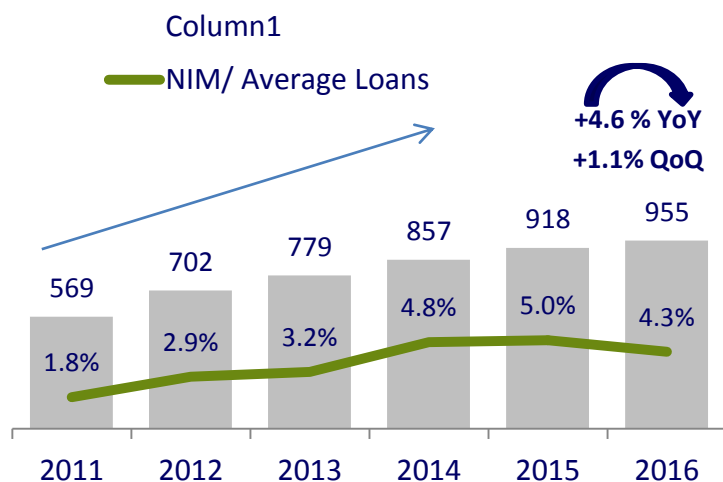


Peer Banks: Average of Bice, BBVA, Consorcio, Scotiabank and Security

Results as of December 2016

- » Growth in consumer loans of +7.2% YoY and +2.6% QoQ (Industry¹ +6.7% YoY and +4.0% QoQ)
- » Growth in mortgage loans of +2.9% YoY and +0.1% QoQ (Industry¹ +9.6% YoY and +4.0% QoQ)
- » Retail banking risk was 1.5% as of December 2016 (Industry 2.7%)
- » Consumer + Mortgage loans: CH\$955,409 million (+4.6% YoY and +1.1% QoQ; vs Industry¹ +8.6% YoY and +2.9% QoQ); 22.0% of portfolio
- » As of December 2016, Retail Banking had 74,508 current accounts, +8.0% YoY:
- » Profit CH\$2,939 million as of Dec-2016 (-55.8% YoY)

Main effects on profit as of Dec-16					
CH\$ millions	Δ% QoQ	Δ QoQ	Δ% YoY	Δ YoY	Dec-16
Interest margin	1.4%	207	13.0%	6,654	57,926
Net fees	-5.0%	-258	28.5%	4,517	20,360
Provision expenses	-11.7%	638	34.0%	-4,864	-19,181
Operating expenses	24.3%	-3,537	25.9%	-11,784	-57,285

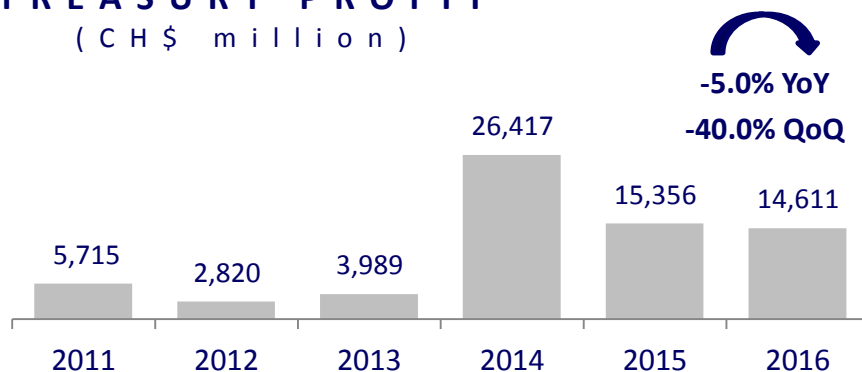


¹Excluding the industry's foreign subsidiaries

Results as of December 2016

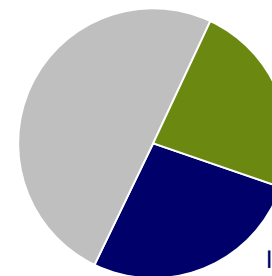
- » Profit December 2016: CH\$14,611 million (-5.0% YoY, -40.0% QoQ)
- » Good performance on derivative instruments associated with foreign currencies, domestic corporate bonds and portfolio available for sale
- » The comparative figure for 2015 was high, due to the low cost of liabilities with an MRP at 3%
- » MPR rose from 3% to 3.5% during the last months of 2015, which impacted financial margins during 2016

TREASURY PROFIT (CH\$ million)



INCOME BY DESK

Balance
Sheet
49.8%

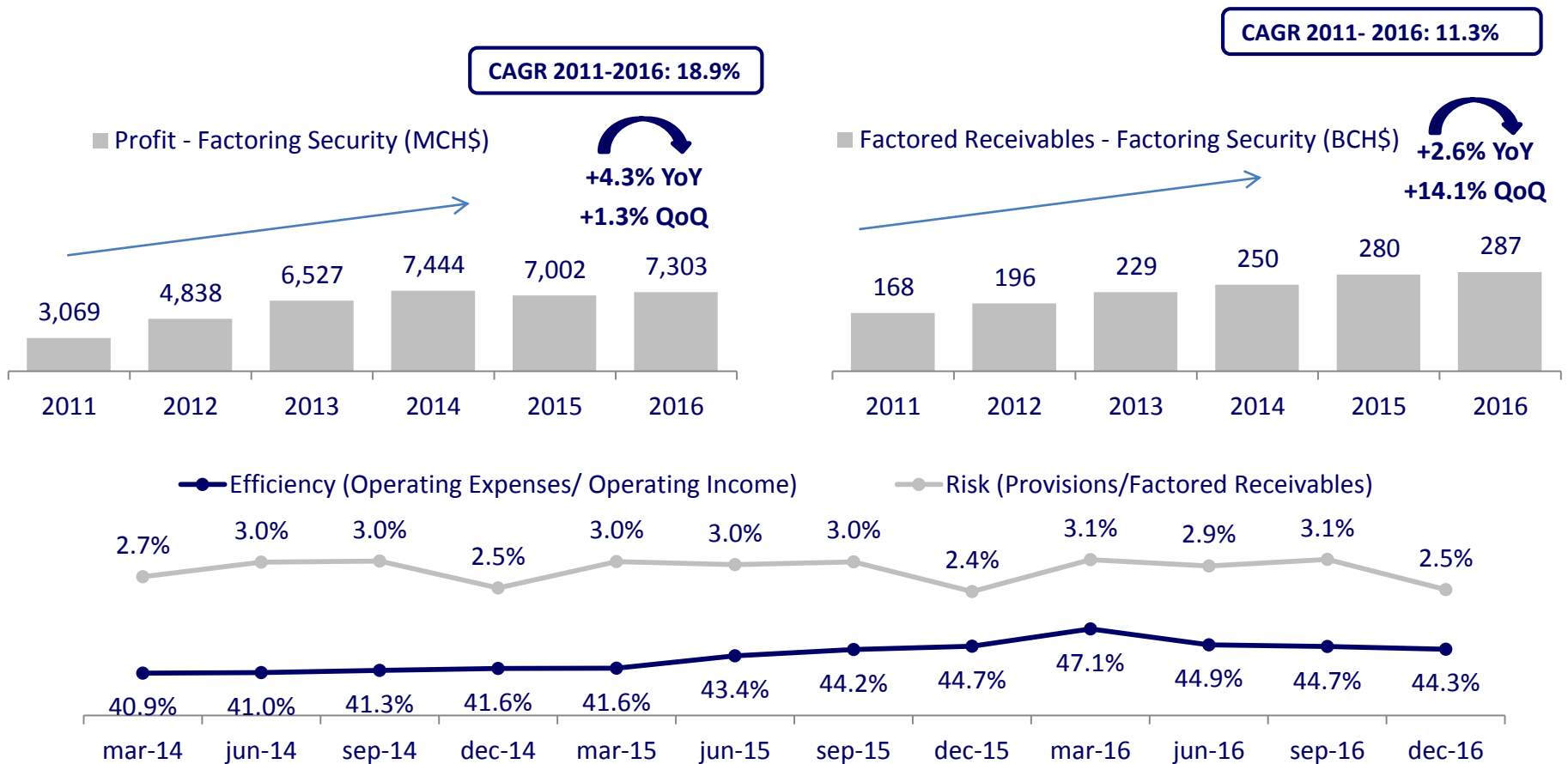


Distribution
23.3%

Trading +
Investments
26.9%

Lending Area: Factoring Security

- » Profit CH\$7,303 million as of Dec-16 (+4.3% YoY, +1.3% QoQ)
- » Average spread of around 0.69% as of Dec-16, -4 bps YoY
- » Factored receivables: CH\$286,846 million +2.6% YoY, +14.1% QoQ
- » Risk (Provisions/Loans) of 3.1% as of Dec-16; +4 bps YoY y -59 bps QoQ
- » Efficiency (Operating Expenses/Net income): 44.3% (-42 bps YoY)



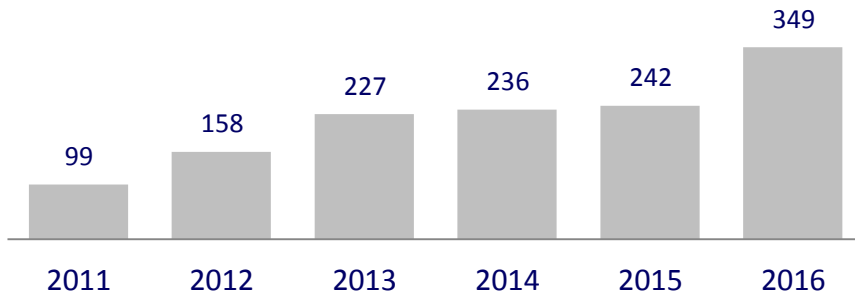
Direct Premiums¹

(CH\$ billion)

CAGR 2011-2016= 28.6%

+43.9% YoY

Industry: +15.1% YoY



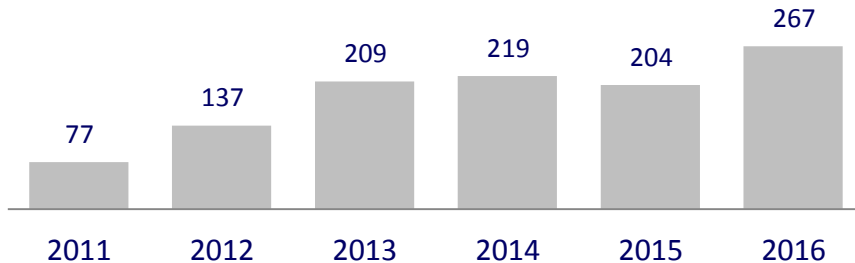
Claims and Pensions Paid¹

(CH\$ billion)

CAGR 2010-2015= 28.1%

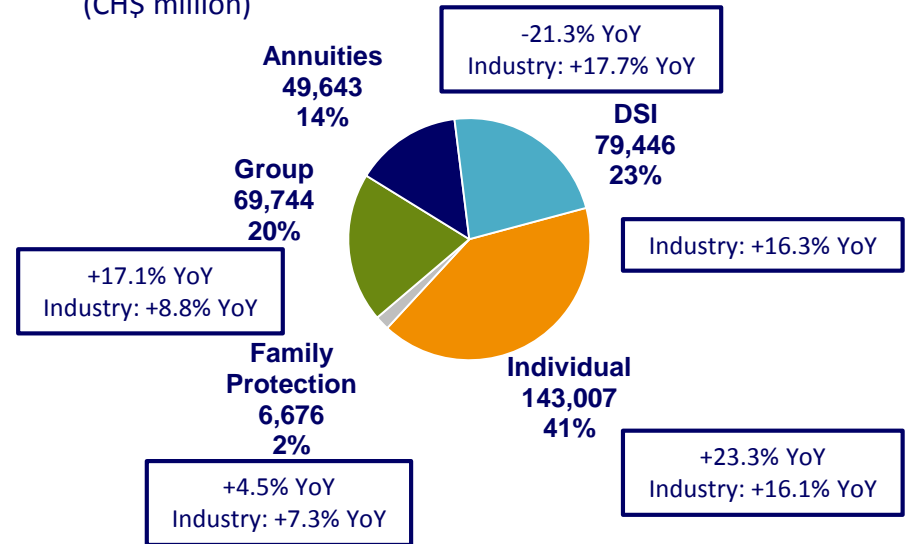
+31.3% YoY

Industry: +14.4% YoY



Direct Premium by Product

(CH\$ million)



Administrative Expenses¹

(CH\$ million)

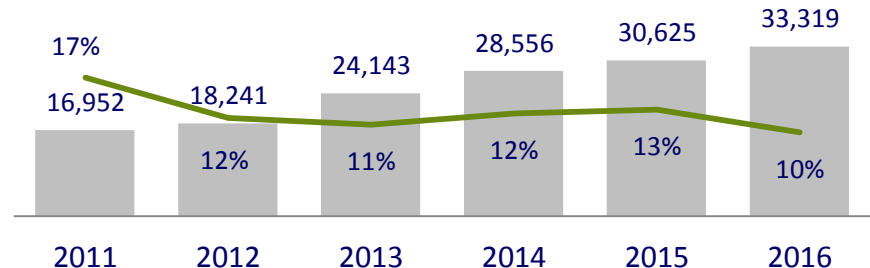
CAGR 2010-2015= 14.5%

■ Vida Security Admin Expenses

■ Admin expenses rate*

+8.8% YoY

Industry: +8.5% YoY



¹ Proforma format includes operating income for CDS since the second half of 2013

* Administrative expenses / Direct premiums

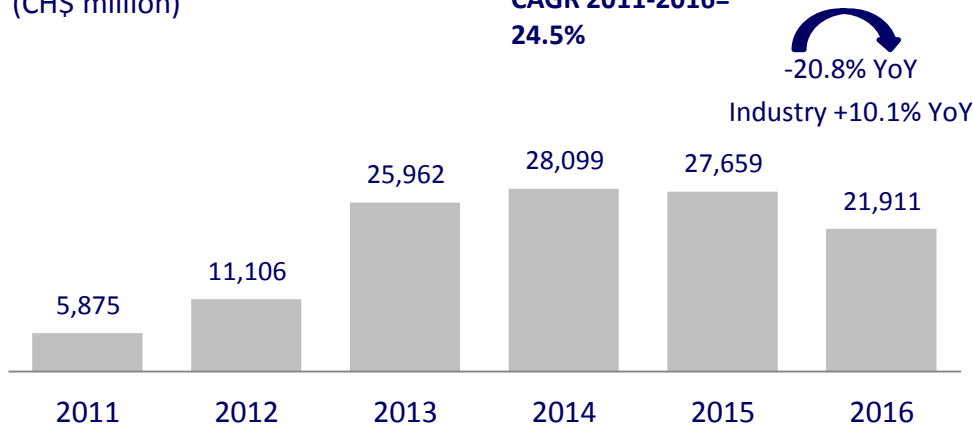
- » Good portfolio performance associated with individual insurance with savings components due to a favorable scenario of interest rates and equity recovery, partially offset by the absence of an extraordinary gain from the sale of a building during 4Q15.
- » Insurance with savings components generate reserves from investment returns, thus partially offsetting the positive effect on net profit.

Investment Income	Dec-15		Dec-16		Portfolio			Gain (Loss)		
			In CH\$ million		Dec-15	Dec-16	Δ% YoY	Dec-15	Dec-16	Δ% YoY
Fixed Income	4.1%	5.2%	Fixed Income		1,565,965	1,687,248	7.7%	60,537	84,204	39.1%
Variable income and indexes	2.4%	4.0%	Variable income and indexes		333,945	319,647	-4.3%	7,731	13,234	71.2%
Real estate	5.3%	6.0%	Real estate		231,444	232,103	0.3%	12,680	13,892	9.6%
Other investments	75.5%	-0.3%	Other investments		35,128	39,934	13.7%	19,318	-111	-
Investment Income	4.8%	5.0%	Investment Income		2,166,482	2,278,932	5.2%	100,265	111,218	10.9%

Vida Security Net Profit¹

(CH\$ million)

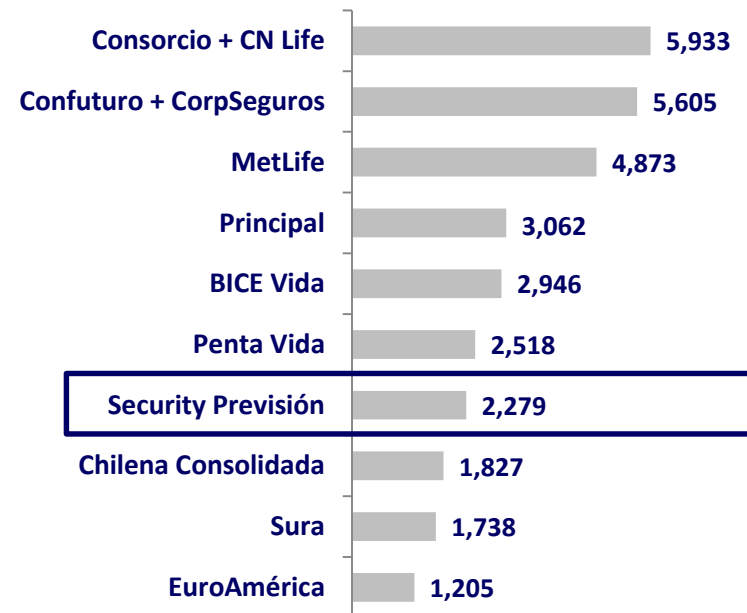
CAGR 2011-2016=
24.5%



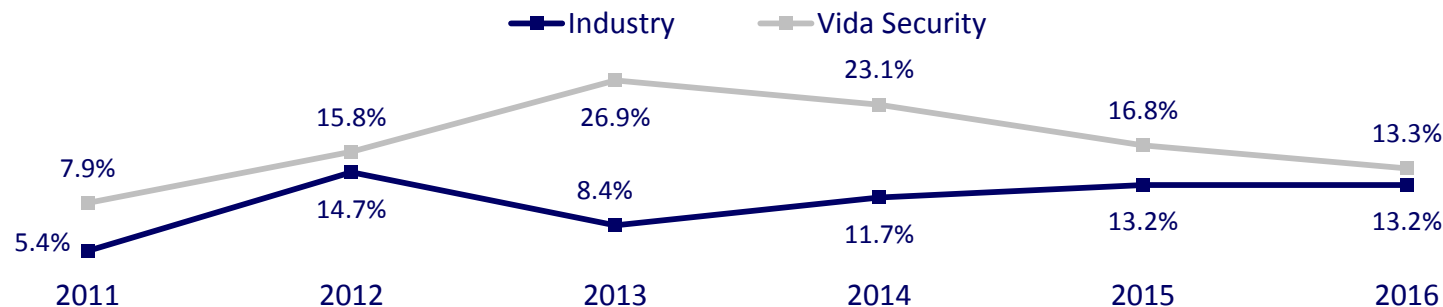
Investments of Main Life Insurance Companies

December 2016

CH\$ 31,290 billion

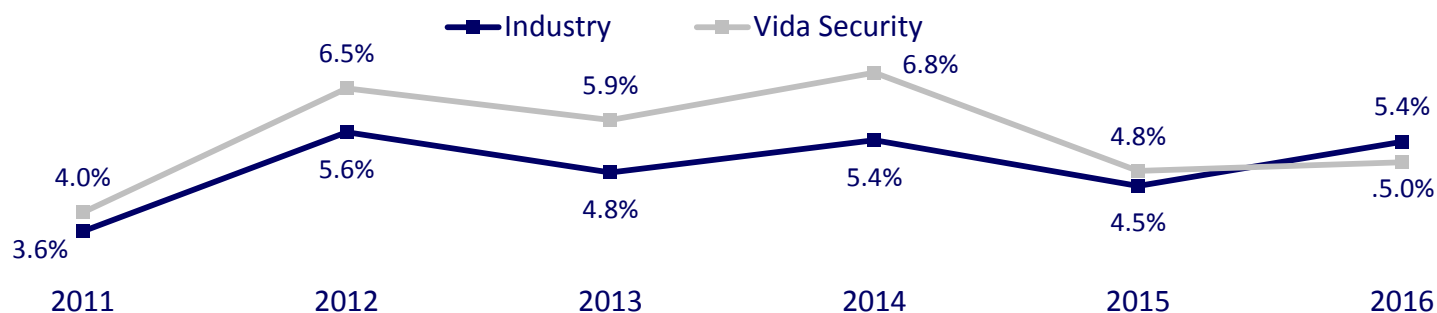


ROE



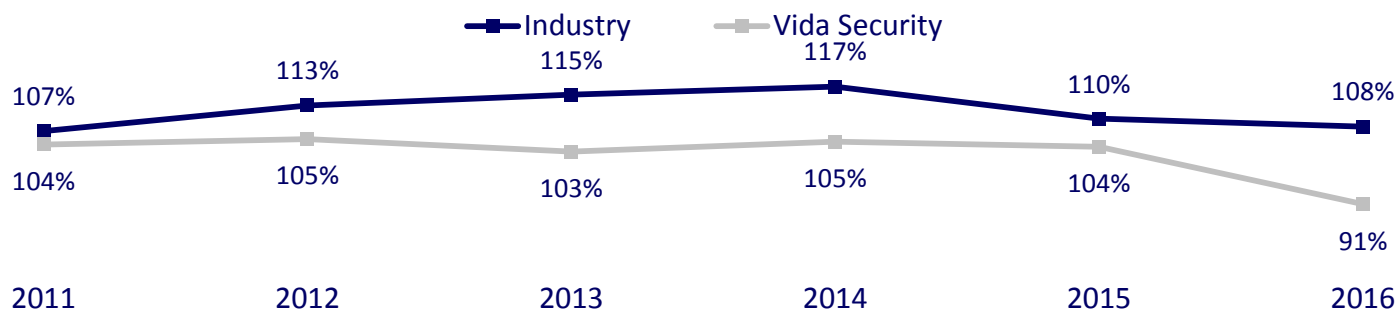
Average ROE
5 years
Security 17%
Industry 11%

ROI



Average ROI
5 years
Security 5.5%
Industry 4.9%

Combined Ratio

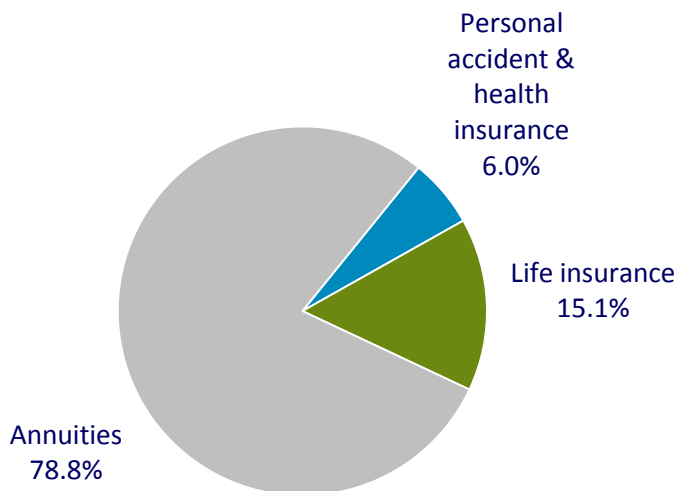


Average combined ratio
5 years
Security 102%
Industry 112%

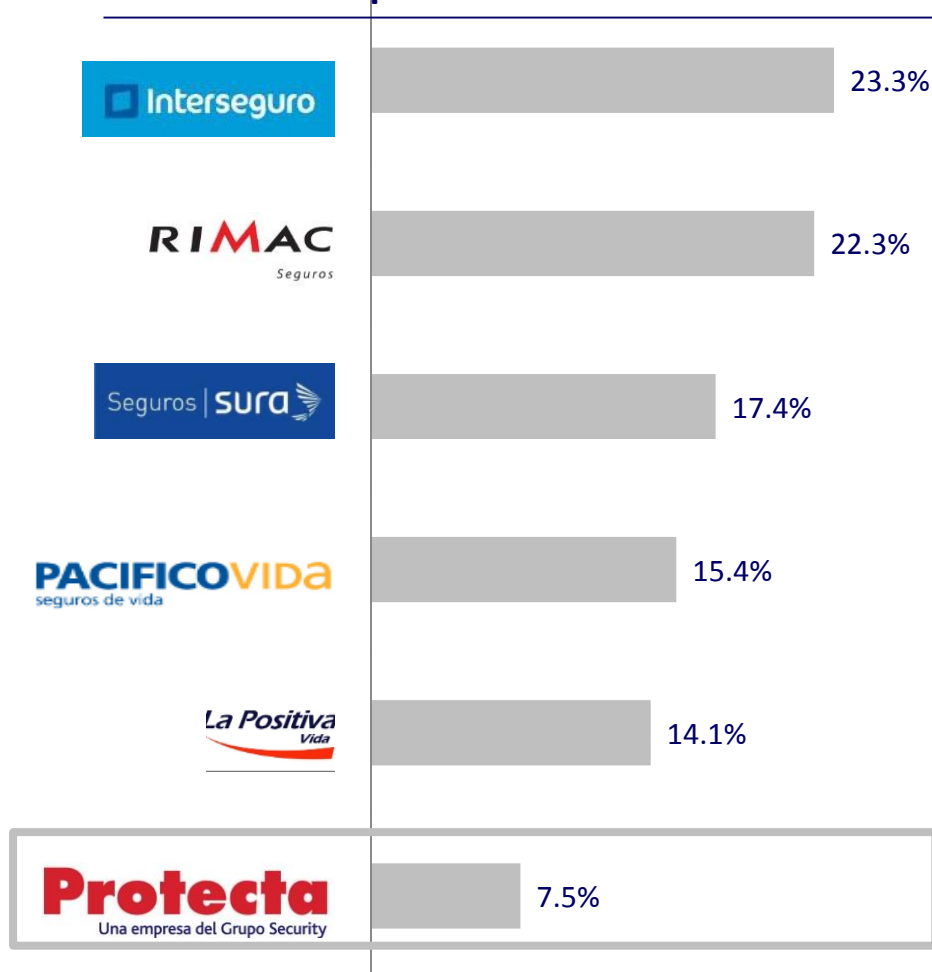
Protecta Compañía de Seguros

- This strategic acquisition marks Grupo Security's entrance into the Peruvian life insurance market.
- Net Profit:
 - » December 2016: S./ 4,838,672 million (US\$ 1,441,797)
 - » ROAE: .6% (industry 15.7%)
 - » ROI : 9.6% (industry 7.0%)

Protecta: Direct Premiums



Direct Annuity Premiums – Peruvian Life Insurance Companies as of Dec-16



Financial Principles

- Premium income growth and diversification
- Outstanding investment performance
- Growth in reserves
- Healthy capital structure to support sustained increases in the company's value (Risk and Technical Management)

Customer Principles

- Brand repositioning
- New value offering to defined segments that is focused on service excellence and innovation

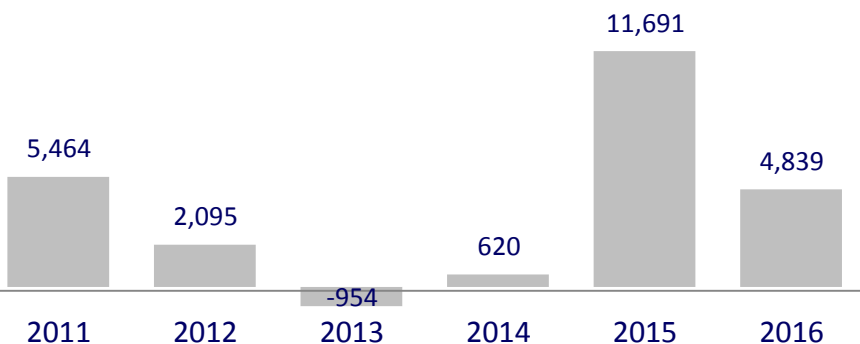
Operating Principles

- Operational efficiency (focus on technology)
- Process redefinition and improvement

Human Capital Principles

- New structure and employees that support new strategy
- Organizational culture focused on the employee, based on excellence
- Meritocracy built on performance evaluation system

Profits (S./ thousands)



Financial indicators (S./ thousands)

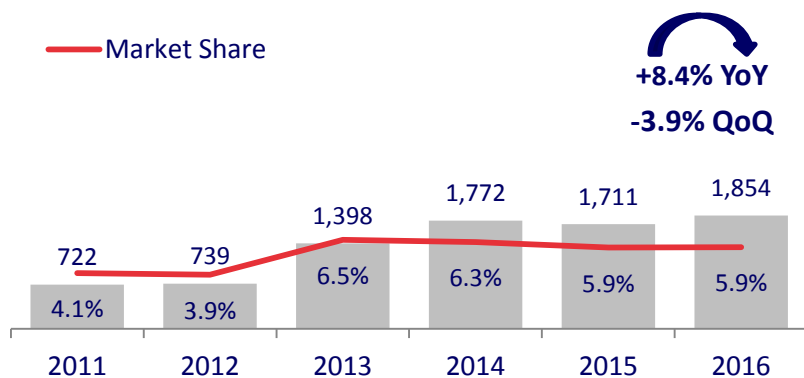
	1Q16	2Q16	3Q16	4Q16
Direct premium	35,196	35,543	32,052	33,532
Claims Paid	-7,383	-8,101	-9,577	-9,716
Administrative expenses	-7,030	-7,080	-7,027	-7,483
Investment Income	13,546	15,451	21,377	11,121
Investment Portfolio	617,154	639,219	682,836	708,042
Equity	84,466	88,777	94,785	89,957

Inversiones Security – Historical Trends

- » Increase in income from managed funds due to the merger with Banco Penta's asset management business, partially offset by falling management fees from mutual funds.
- » Mutual funds under management CH\$1,854 billion, +8.4% YoY (industry +7.1% YoY)

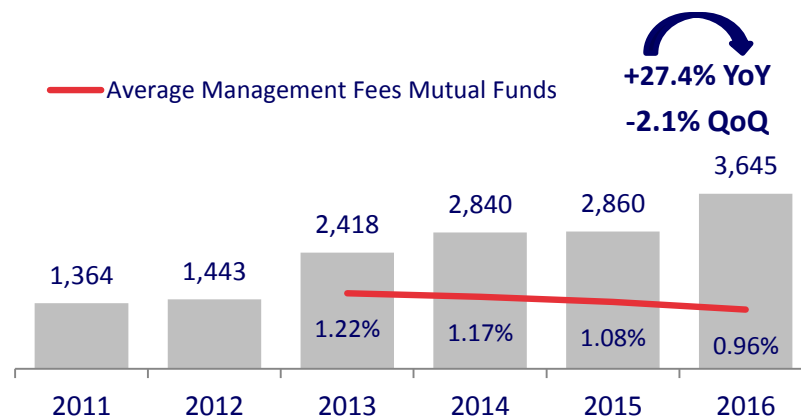
Mutual Funds Under Management¹ (CH\$ billion)

CAGR 2011-2016= 9.4%

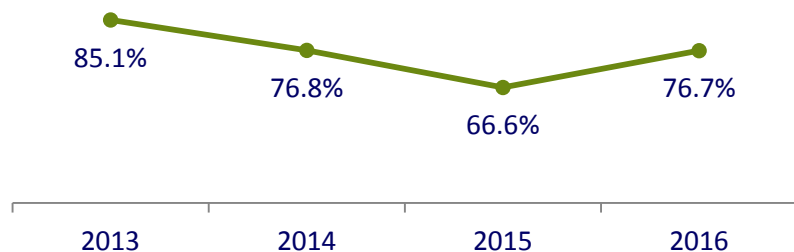


Total AUM¹ Inversiones Security (CH\$ billion)

CAGR 2011-2016= 21.7%

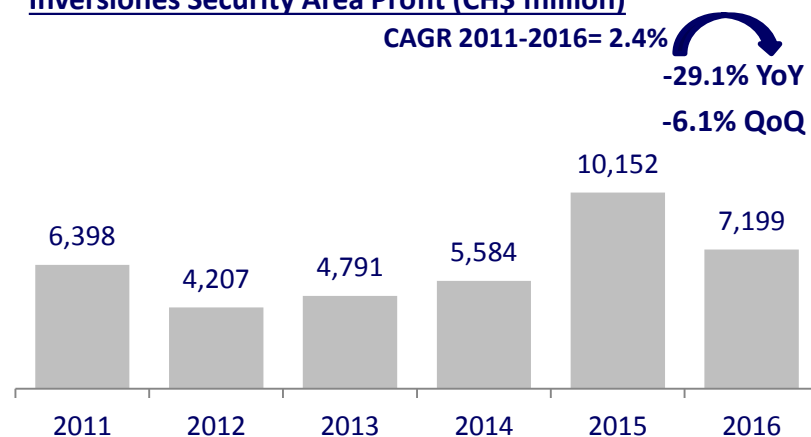


Efficiency (Total Expenses/Total Income)



Inversiones Security Area Profit (CH\$ million)

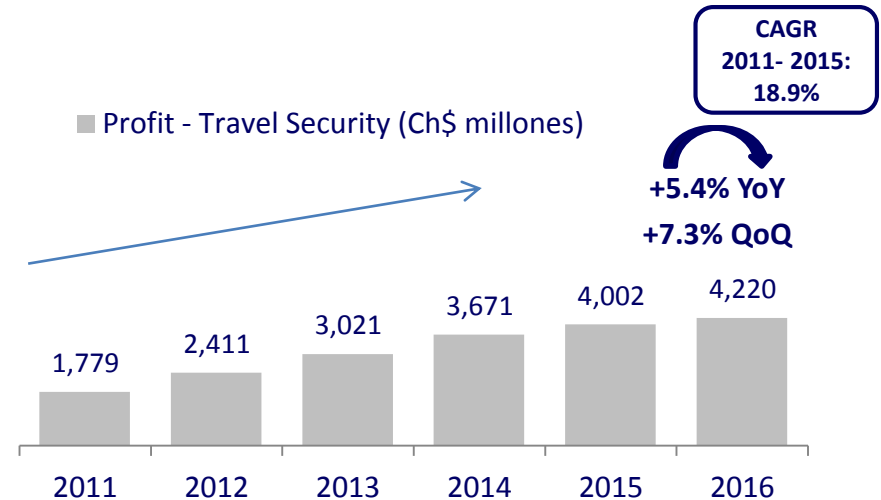
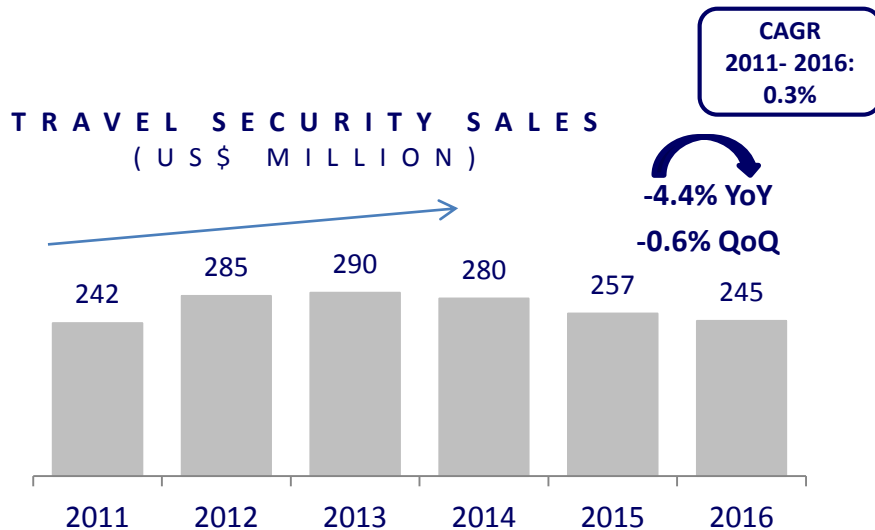
CAGR 2011-2016= 2.4%



¹ Proforma format includes operating income for CDS since the second half of 2013

Other Services: Travel Security

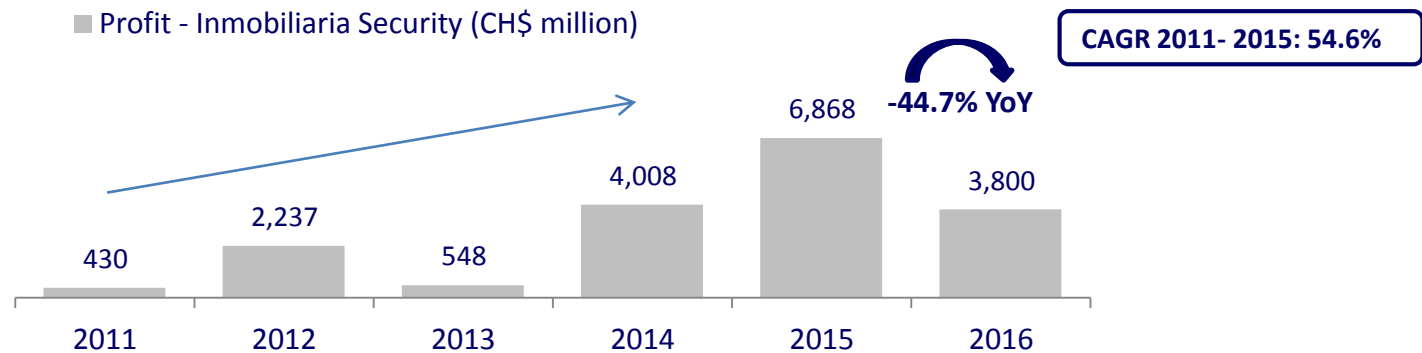
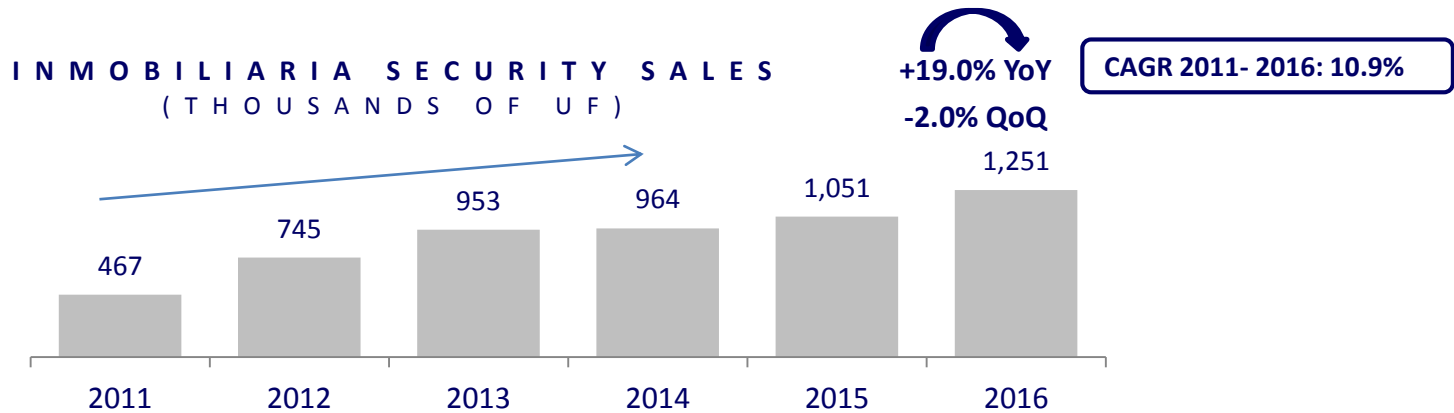
- » Consolidated profit at Travel Security of CH\$ 4,220 million as of Dec-16, (+5.4% YoY, +7.3% QoQ).
- » Travel reported total sales of US\$245 million as of Dec-16 (-4.4% YoY, -0.6% QoQ).
- » Increased income due to improved conditions with airline companies and other suppliers.
 - » Travex³ profit: CH\$273 million (-66.9% YoY, -38.0% QoQ)



³ Travel Security controls 75% of Travex Security through Viajes Security.

Other Services: Inmobiliaria Security

- » Profit CH\$3,800 million as of Dec-16 (-44.7% YoY)
- » Apartment sales as of Dec-16 of UF 1.3 million
- » Real estate assets under management of CH\$72,004 million, + 30.8% YoY, due to new land and capitalized projects in development
- » Under IFRS, revenue is recognized once legal title to the property has been transferred. Fewer deeds transferred on projects (85 deeds as of Dec-16, 220 as of Dec-15).



Profit Empresas Security*

Earnings from Related Companies

	4Q16	3Q16	4Q15	% Chg		2016	2015	% Chg
				QoQ	YoY			
Lending Area								
Banco Security (Individual)	8,505	8,468	2,052	0.4%	314.4%	42,430	36,968	14.8%
Factoring Security	1,873	1,850	1,746	1.3%	7.3%	7,303	7,002	4.3%
Asset Management Area								
Valores Security	502	584	(243)	-	142.1%	1,233	1,871	-34.1%
AGF Security	1,756	1,910	2,010	-8.0%	-12.6%	6,939	8,584	-19.2%
Asesorias Security	(176)	(250)	(3)	-	-	(603)	88	-
Insurance Area								
Vida Security	6,659	7,406	10,767	-10.1%	-38.2%	21,911	27,659	-20.8%
Penta Security	-	-	45	-	-	18,979	632	-
Servicios Security	417	251	191	66.6%	118.0%	1,123	680	65.1%
Other Services								
Inmobiliaria Security	3,793	(512)	4,242	-	-10.6%	3,800	6,868	-44.7%
Travel Security	1,123	1,046	808	7.3%	38.9%	4,220	4,002	5.4%
Travex Security	57	93	231	-38.0%	-75.1%	273	825	-66.9%
Grupo Security Profit	15,149	13,957	13,769	8.5%	10.0%	74,522	65,022	14.6%

¹ Attributable to owners.

* Subsidiary's profits represent the entire profit (except at Penta Security, where there is a minority shareholding of 29.55%. The figure shown here is the gain before tax on the sale of its minority interest in the company. The extraordinary gain after tax totaled CH\$14,937 million). These figures differ from the results reported in the segment note, which includes consolidation adjustments to account for Grupo Security's percent ownership in each of its respective subsidiaries.



Financial Results Grupo Security December 2016