











COMPANY OVERVIEW - ILC

Presentation Prepared for Santander 14th Latam Conference – London Ignacio González - CFO May 2016





Mission:

We aim to improve the quality of life of our clients, by offering them efficient and accessible services, mainly in the financial and health industries; favoring the creation of value, efficiency and sustainability, guided by the values of our controller, the Chilean Construction Chamber (CChC)

Our value proposal:

1. High quality group, focused on non-discretionary industries

4. Core business in financial services offers steady cash flow & operational know how

3. Generating shareholder value through disciplined capital management

- 2. Strategical expertise in realizing value
- 5. Health care operation present in underpenetrated market offers higher profitability upside

6. Multiple avenues for consolidation & growth

ILC IS AN IMPORTANT CHILEAN GROUP, FOCUSED ON THE FINANCIAL AND HEALTH INDUSTRIES



Consolidated Net Income 2015:

US\$105 million

 Δ + 5% over 2014

Market Capitalization
(as of April 30th):

US\$1.2 billion

AuM 2015:

US\$48 billion

in AFP Habitat and Inversiones Confuturo

Local Risk Rating:

AA+

Dividend yield:

5.9%

in 2015 (at IPO's price) Consolidated Employees:

12,900

approximately in Chile and Peru





1. High quality group, focused on non-discretionary industries

ILC'S TRACK-RECORD IS SUPPORTED BY A SOLID COMPETITIVE POSITION IN THE SECTORS WHERE IT PARTICIPATES



FINANCIAL



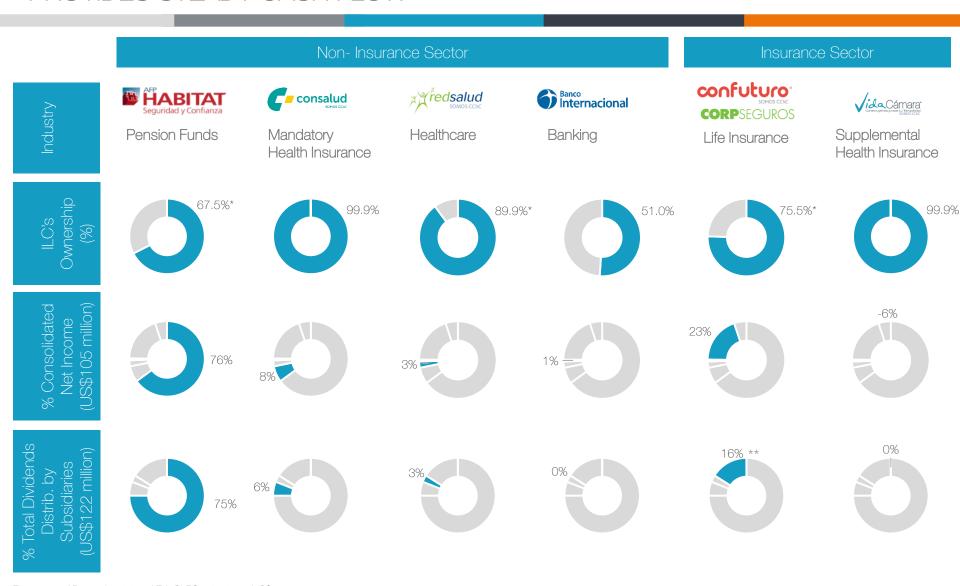
- AFP Habitat: #2 Pension fund company in Chile in terms of contributors, affiliates, AuM and voluntary products
 - Inversiones Confuturo: #2
 Life insurance company in
 Chile in terms of AuM and
 #3 in terms of direct
 premiums

- Consalud: #2 Mandatory health insurance in Chile in terms of contributors and #3 in terms of beneficiaries
- Red Salud: #2 largest inpatient and outpatient network in Chile
 #1 dental network in Chile



ILC PARTICIPATES IN NON-DISCRETIONARY SECTORS, WHICH PROVIDES STEADY CASH FLOW





Figures as of December 2015 / FX: CLP\$710.16 per US\$

^{*} Participation of ILC in Habitat, Red Salud and Confuturo changed to 40.3%, 99.9% and 77.9% respectively. In May 6th 2016 ILC signed a MoU to acquire the remaining 22.1% stake in Inversiones Confuturo

^{**} In 2015 Inversiones Confuturo received US\$19 million from Corpseguros in dividends, assigned to pay debt amortizations



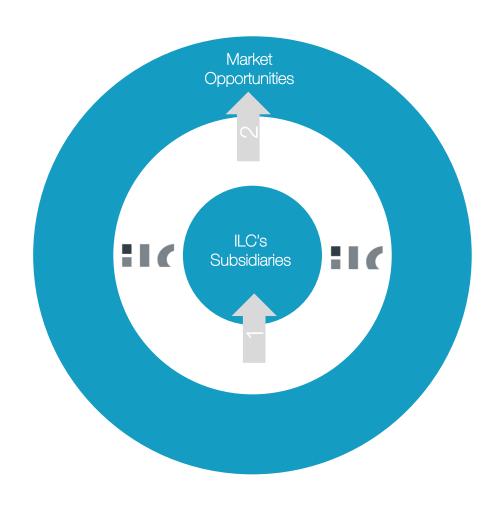
2. Strategical expertise in realizing value



ILC ACTIVELY MANAGES ITS ASSETS TO INCREASE THEIR VALUE, ALWAYS ORIENTED TO ITS LONG TERM VISION



ILC utilizes its knowledge in the financial and health industries through a strategy focused in:





- ILC adds value in its subsidiaries through a frequent performance control
- ILC supports subsidiaries' decisions and investment plans
- ILC spread the values and principles of ILC's controller group through all the organization



 ILC adds value when external opportunities appear through associations with other experienced partners or through investments/divestments in companies that match/mismatch its strategy focused in the financial and health industries

ILC ACTIVELY MANAGES ITS ASSETS TO INCREASE THEIR VALUE, ALWAYS ORIENTED TO ITS LONG TERM VISION



ILC's main milestones:

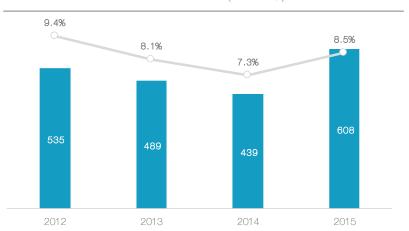
YEAR	COMPANY	INDUSTRY	ACTION	DESCRIPTION
1980	:16		Creation	ILC starts operations
1981	HABITAT Seguridad y Confianza	Pension Funds	Creation	AFP Habitat starts operations in Chile
1984	consalud sones cold	Mandatory Health Insurance	Creation	Isapre Consalud starts operations in Chile
1985	LA CONSTRUCCION S.A.	Life Insurance	Creation	Seguros La Construcción starts operations in Chile
1996	HABITAT Segundad y Conflianza	Pension Funds	Association	ILC and Citigroup became partners in AFP Habitat
2004	LA CONSTRUCCION S.A.	Life Insurance	Divestment	ILC disposed its life insurance business, selling 100% to Bicecorp
2008	redsalud somos cchc	Healthcare	Creation	Red Salud was constituted as a parent company to manage ILC's healthcare assets
2009	Cerescrugerolo presidenti so terco della di SOMOS CCNC	Disability & Survivorship Insurance	Creation	Vida Cámara starts operations, focused in the D&S Insurance in Chile
2010	HABITAT Seguridad y Confianza	Pension Funds	Disassociation	Citigroup sold its stake in AFP Habitat, ending its pamership with ILC
2011	Vida Cámara Consciencio de la	Supplemental Health Insurance	Creation	Vida Cámara starts its supplemental health insurance operation in Chile
2011	:16	Capital Markets	Financing	ILC was inscribed in the Chilean Superintendence and successfully completed its first bond issuance
2012	:16	Capital Markets	Financing	ILC successfully opened to the market, being the largest IPO in Chile (US\$468 million)
2012	FABITAT Seguridad y Confianza	Pension Funds	Creation	AFP Habitat starts operations in Peru
2012	Vide Cámara Construentos nest by Troy allot	Disability & Survivorship Insurance	Creation	Vida Camara starts operations in Peru
2013	confuturo somos cene	Life Insurance	Acquisition	ILC acquired 67% of Inversiones Confuturo (former Corp Group Vida Chile) (US\$167 million)
2014	confuturo somos conc	Life Insurance	Acquisition	ILC acquired 28% of Corpvida (US\$52 million)
2015	6 Internacional	Banking	Acquisition	ILC acquired 50.9% of Banco Internacional, entering the Chilean banking industry (US\$100 million)
2015	confuturo.	Life Insurance	Investment	ILC executed a capital increase in Inversiones Confuturo (US\$37 million)
2016	confuturo [*]	Life Insurance	Investment	ILC executed a capital increase in Inversiones Confuturo (US\$37 million)
2016	Segundad y Confianza	Pension Funds	Association	ILC and Prudential became partners in AFP Habitat
2016	confuturo	Life Insurance	Investment	MoU to acquire the remaining 22.1% stake in Inversiones Confuturo held by Corp Group Banking
2016	redsalud somos cchc	Healthcare	Investment	ILC acquires the remaining 10% stake in Red Salud held by the Mututal de Seguridad

EXAMPLE OF VALUE CREATION: GROWING INVERSIONES CONFURUTO

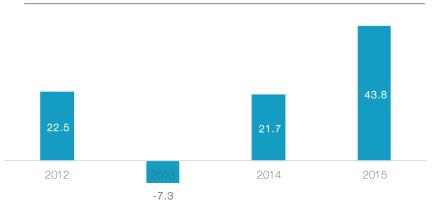


- ILC entered the life insurance industry in 2013, through the acquisition of 67% of Inversiones Confuturo (former Corp Group Vida Chile)
- In May 2016, after three capital increases, ILC signed a MoU to acquire the remaining 22.1% stake of Inversiones Confuturo
- The rationale behind this transaction is to add another retirement alternative to ILC, besides programmed withdrawals

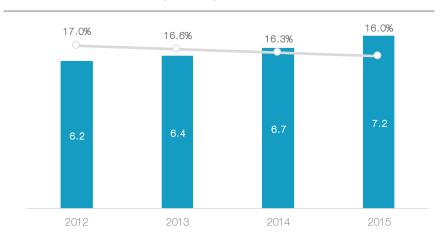
Inv. Confuturo Direct Premiums (M US\$) & Market Share



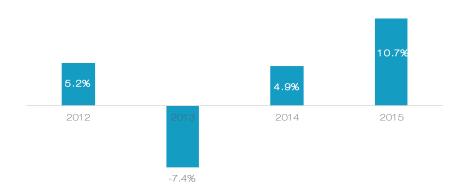
Net Result Confuturo + Corpseguros (M US\$)



Inv. Confuturo AuM (B US\$) & Market Share



ROE Inversiones Confuturo (Net Result / Ave. Equity)



ILC'S VALUE GENERATION IS LED BY AN EXPERIENCED BOARD AND MANAGEMENT ALL ACROSS THE COMPANY



BOARD OF DIRECTORS - ILC



Jorge Mas F. Chairman Civil Engineer U. Chile



Daniel Hurtado P. Vice Chairman Civil Constructor



Sergio Torretti C.* Director Entrepreneur



Gastón Escala A. Director Civil Engineer U. Católica Chile



Director Civil Constructor



Lorenzo Constans G.* Alberto Etchegaray A. Director Civil Engineer



René Cortázar S.* Independent Director Commercial Engineer U. Católica Chile Ph.D. Economics - MIT

BOARD AND SENIOR MANAGEMENT



Jorge Mas F.

Chairman

Pablo González F.

CFO





Cristián Rodríguez A. CFO



Joaquin Cortez H. Chairman

Christian Abello P. CFO



James Callahan F. Chairman

Mario Chamorro C. CFO



Alberto Etchegaray A. Chairman

Sebastián Reves G. CFO



Pedro Grau B. Chairman

Marcelo Dutilh L. CFO



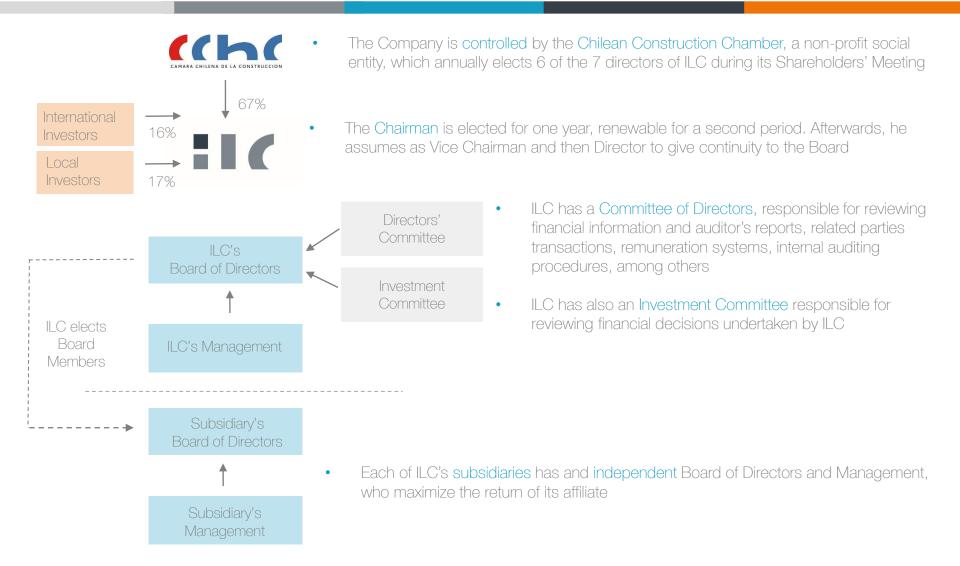
Kurt Reichhard B. Chairman

Alfonso Cortina G. CFO

^{*} Members of ILC's Directors' Committee

BEING A HIGH QUALITY GROUP THAT ADDS VALUE REQUIRES STRICT CORPORATE GOVERNANCE STANDARDS





• Other initiatives to enhance ILC's Corporate Governance: Corporate Governance Manual, Ethic Code, Crime Prevention Model, Whistle Blows Channel, Comptroller, Management Control Department, among others



3. Generating shareholder value through disciplined capital management

ILC'S VALUE GENERATION RESULTS IN AN ATTRACTIVE DIVIDEND YIELD



Since its IPO, ILC has distributed a dividend yield close to 6% annually

ILC has a dividend policy that distributes between 60% to 80% of its Distributable Net Income (Ordinary net income – Profitability of AFP Habitat's *encaje*)

RETURN OVER IPSA

19.2%

(Since IPO in 2012)

DIVIDEND YIELD

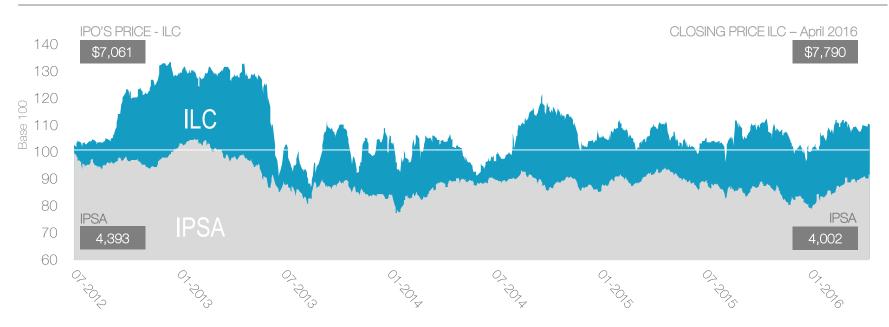
26.4%

(At IPO's Price in 2012)

ROE 2015

14.3%

ILC'S Share price return over IPSA

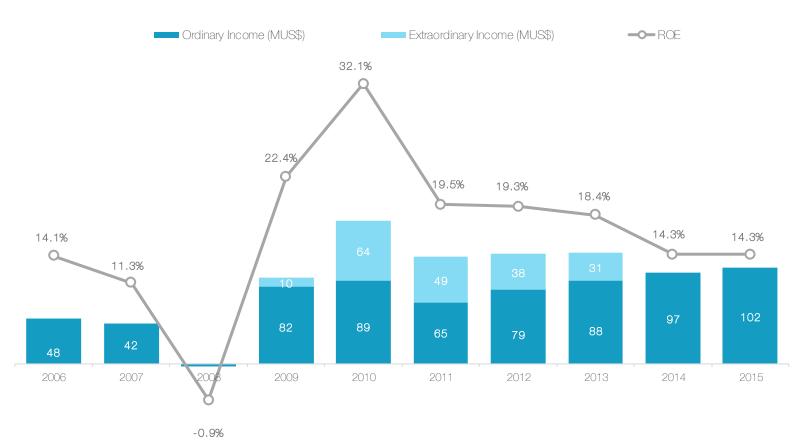


ILC HAS DELIVERED CONSISTENT RETURNS DURING THE LAST DECADE



ILC's added value is reflected in returns and both ordinary and extraordinary net income

ILC's Net Income (M US\$) and ROE



ILC'S DISCIPLINED CAPITAL MANAGEMENT HAS BEEN RECOGNIZED BY RATING AGENCIES



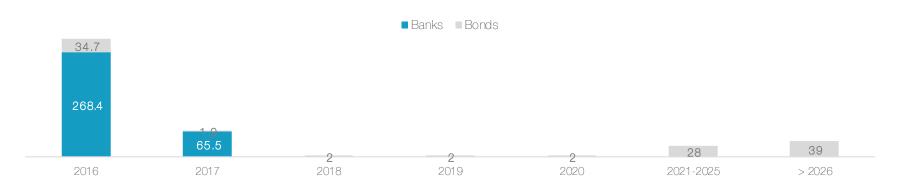


Net Debt (Consolidated): US\$ 937 million

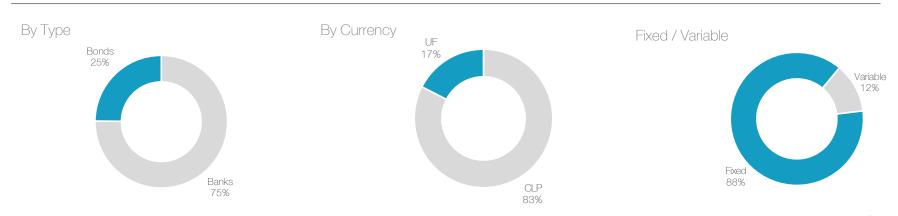
Total Debt (ILC): US\$ 444 million

Total Cash (ILC) US\$ 94 million

ILC's Amortization Schedule as of December 2015 (Individual, M US\$)



ILC's Debt Breakdown as of December 2015 (Individual)



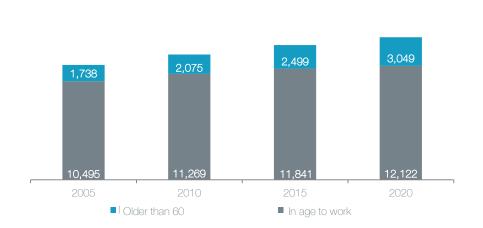


4. Core business in financial services offers steady cash flow & operational know-how

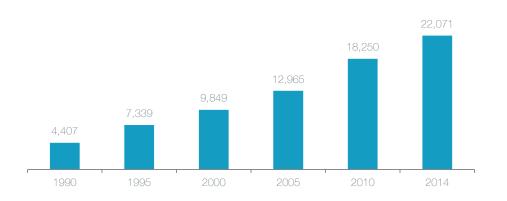
CHILEAN PENSION INDUSTRY SHOULD GROW DUE TO DEMOGRAPHIC AND ECONOMIC FACTORS



Population in age to work / retired (Th.)



Chilean GDP per capita (PPP, US\$)



Retirement Alternatives Comparison

	Programmed Withdrawal	Annuity		
Pension Payment Period	Limited	Unlimited		
Funds Ownership	From the pensioner	From the insurance company		
Chance of inheriting savings	Yes	No		
Pension Amount	Variable	Fixed		

Number of Programmed Withdrawal and Annuity in SCOMP* participants (Th.)



^{*} SCOMP: Sistema de Consultas y Ofertas de Monto de Pensión. Sistem that provides information regarding the different retirement alternatives for pensioners in Chile Source: Superintendencia de Pensiones, Banco Mundial, INE

AFP HABITAT: ESTABLISHED COMPANY WITH A SOLID MARKET POSITION AND PERFORMANCE, EXPANDING INTO PERU



- Since 2016 ILC is associated with Prudential Financial Inc. in AFP Habitat, maintaining 40.3% of the property each
- AFP Habitat is consolidating its position in the high income segment in Chile, through an efficient operating model
- The Company is expanding its greenfield presence in Peru, were operates the auction for new affiliates in the private pension system (PPS)

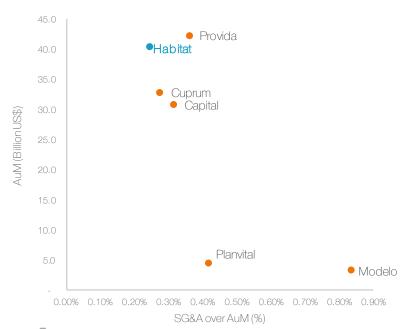
Average taxable income in Chile



50

#2 Player in Chile in terms of contributors, affiliates, AuM and voluntary Products as of December 2015

SG&A over AuM in Chile



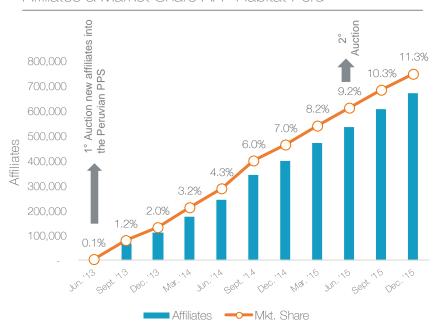


#1 in annual returns in the A,B,C funds and #2 in the D and E funds as of December 2015

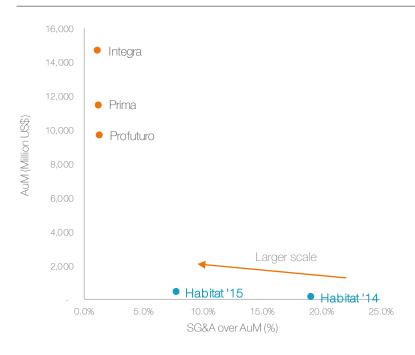
AFP HABITAT: ESTABLISHED COMPANY WITH A SOLID MARKET POSITION AND PERFORMANCE, EXPANDING INTO PERU



Affiliates & Market Share AFP Habitat Peru



SG&A over AuM in Peru





AFP Habitat started greenfield operations in Peru, through the first auction for new affiliates into the Peruvian PPS in 2013

AFP Habitat has the **lowest fee** in the industry, with 0.38% over contribution and 1.25% over AuM

#1 in annual returns in the fund 2 as of December 2015

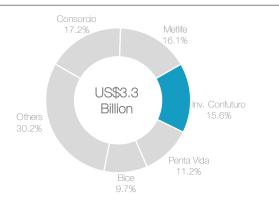
Peruvian pension funds industry presents an attractive perspective due to its large population of 31 million (vs. 17 million in Chile), and the low labor formality rate which is close to 30% (vs. 85% in Chile)

INVERSIONES CONFUTURO: CONSOLIDATING ITS FOOTPRINT AS AN ANNUITY MARKET LEADER IN CHILE



The Company aims to **strengthen its operational and financial performance** in the annuity market, being a good alternative to the programmed withdrawal retirement

Annuity Market Share (2015, Direct premiums)

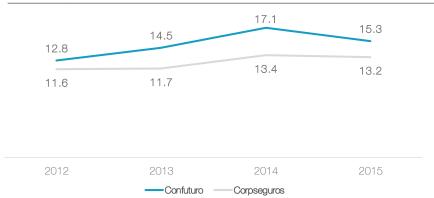


Result on Investments / Investment Portfolio

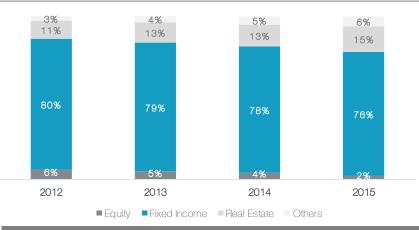


Annuity / Programmed withdrawal preference (Chile, 2015): ~ 70% / 30%

Leverage Evolution



Investment portfolio breakdown by Instrument



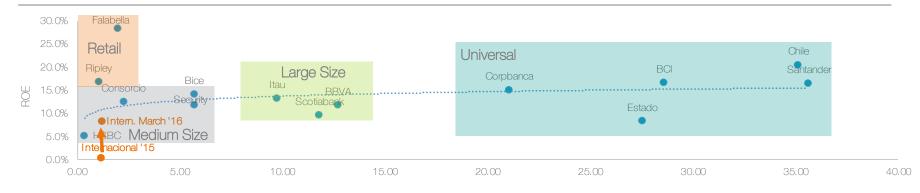
Inv. Confuturo's Annuity Premiums 2015 (% Total): ~85% of total Premiums

BANCO INTERNACIONAL: FOCUSED ON GENERATING MARKET RETURNS



- ILC controls Banco Internacional, Factoring Baninter and Baninter Corredora de Seguros since October 2015
- Banco Internacional has a global market share of 0.6% and 0.9% in terms of total and commercial loans respectively
- The Company aims to strengthen its operational, commercial and risk performance, in order to reach industry returns
 - Banco Internacional should strengthen its position in the small and medium size companies
- Second Chilean bank in terms of capitalization ratio as of December 2015

Chilean Bank Industry: ROE & Loans

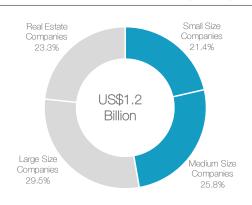


Loans (US\$ Billion)

ROE Evolution



Banco Internacional Loans Breakdown (2015)

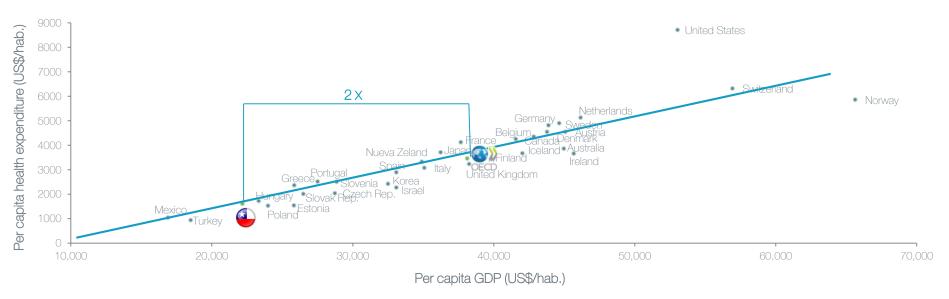




5. Health care operation present in under-penetrated market offers higher profitability upside

CHILEAN DEMAND FOR HEALTHCARE SHOULD INCREASE DUE TO ECONOMIC DEVELOPMENT AND LIFESTYLE





Risk Factors



% of population aged 65 and over

Source: Health at a Glance 2013, 2015

CHILE PRESENTS A LACK OF HEALTH INFRAESTRUCTURE AND SPECIALISTS COMPARED TO OTHER DEVELOPED COUNTRIES

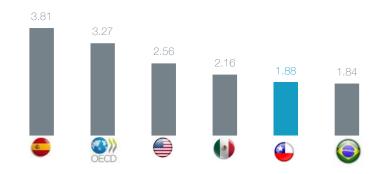


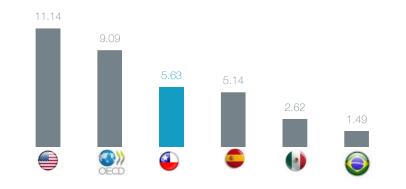


Doctors (Every 1,000 habitants)



Nurses (Every 1,000 habitants)



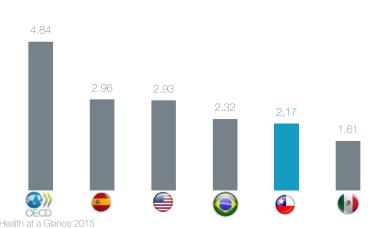


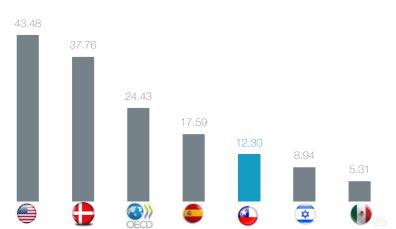


Beds (Every 1,000 habitants)



MRI Equipment (Every 1,000,000 habitants)





RED SALUD IS ONE OF THE LARGEST CHILEAN HEALTHCARE NETWORKS, WITH 11 HOSPITALS AND 31 OUTPATIENT CENTERS



MEGASALUD

Occupancy Rate

Outpatient services:

- 2 M outpatient services
- 1.7 M dental services

Inpatient & Outpatient services / Santiago

68,4%

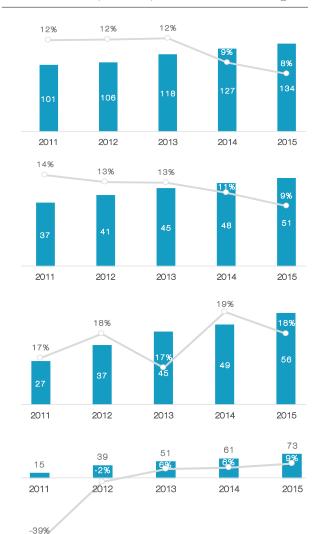
Inpatient & Outpatient services / Santiago

63.7%

Inpatient & Outpatient services / Santiago

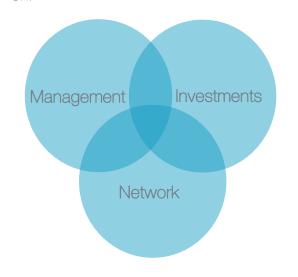
73.3%

Revenues (M US\$) and EBITDA Margin



Main Focus for 2016

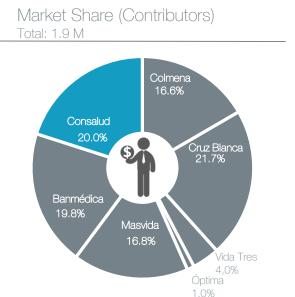
- Red Salud's operational performance has been impacted by the important investment plan undertaken during the last 5 years for approximately US\$300 million
- Since end-2015 Red Salud reinforced its focus and strategy into one oriented to costefficiency and profitability. The latter is based on:



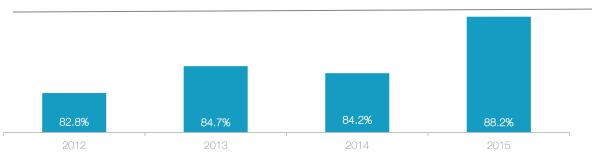
ILC PROVIDES MANDATORY AND SUPPLEMENTAL HEALTH INSURANCE THROUGH CONSALUD AND VIDA CAMARA



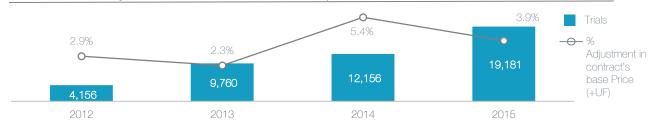
Consalud has been impacted by a pronounced deterioration in margins due to a higher frequency and cost per beneficiary



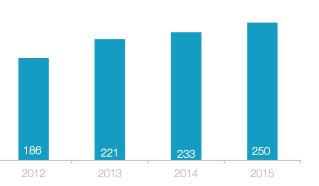
Direct costs / Revenues



Trials due to adjustments in contract's base price



Vida Camara Beneficiaries Evolution (Th.) Consalud has developed complementary products to attract new contributors

















Click

Doctor

Free Choice Outpatient Coverage



Urgency

Protected







Health Coverage for

Unemployed



6. Multiple avenues for consolidation & growth

ILC'S STRATEGY FOR 2015-2016 IS BASED ON:



1. Strengthening and capitalizing its subsidiaries

2. Improve efficiency and scale

3. Regional growth in those industries were the Company has a consolidated track-record

4. Operational development under sustainability principles and CChC values



BASED ON 2015-2016'S FOCUSES, ILC HAS SEVERAL OPPORTUNITIES:



AFP Habitat:



Consolidate its association with Prudential



Strengthen its regional footprint in Chile and Peru

Vida Camara:



Consolidate in Supplemental Health Insurances

Inversiones Confuturo:



Maintain its leadership in the growing annuity industry



Further improve returns on investments, maintaining an adequate leverage

Consalud:



Further improve efficiencies in costs and SG&A



Continue developing innovative complementary products

Banco Internacional:



Improve operational and administrative efficiency



Focus in medium and small size companies



Consolidate its new Management Team

Red Salud:



Improve operational efficiency and synergies between the network



Consolidate its new Management Team



Closing Remarks





One of the largest Asset Managers in Latam

Consolidated controlling shareholder

Demonstrated trackrecord in nondiscretionary industries

Solid and stable credit risk rating

Proven access to capital markets

Attractive and consistent dividend yield



Appendix:

Summarized Financial Statements / Industries where ILC participates at a glance

SUMMARIZED FINANCIAL STATEMENTS AND SUBSIDIARIES FIGURES



Balance Sheet

U0A			
Th. US\$	2015	2014	Variation
NON-INSURANCE ACTIVITY ASSETS Total Current Assets Total non current assets	1,975,490 1,326,116	310,865 1,080,808	535% 23%
TOTAL NON-INSURANCE ACTIVITY ASSETS	3,301,605	1,391,673	137%
TOTAL NON-INSURANCE ACTIVITY ASSETS			
Total insurance activity assets	7,590,502	6,833,452	11%
TOTAL ASSETS	10,892,107	8,225,125	32%
Total current liabilities	2,081,362	301,971	589%
Total non current liabilities	640,627	605,707	6%
TOTAL NON-INSURANCE ACTIVITY LIABILITIES	2,721,989	907,678	200%
INSURANCE ACTIVITY LIABILITIES			
Total insurance activity liabilities	7,063,579	6,348,478	11%
TOTAL LIABILITIES			
Equity attributable to owners of the parent company Non-controlling interests	714,276 392,262	691,575 277,394	3% 41%
TOTAL EQUITY	1,106,538	968,969	14%
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	10,892,107	8,225,125	32%

Income Statement

Th. US\$	2015	2014	Variation
NON-INSURANCE ACTIVITY			
Operating result Non operating result Profit (loss) before tax Income tax expense Non-Insurance activity profit	150,531	139,123	8%
	(327)	20,478	-102%
	150,204	159,601	-6%
	(36,148)	(29,461)	23%
	114,055	130,140	-12%
INSURANCE ACTIVITY			
Operating result Non operating result Profit (loss) before tax Income tax expense Insurance activity profit	33,358	11,694	185%
	9,074	2,804	224%
	42,432	14,498	193%
	(4,024)	1,622	-348%
	38,408	16,119	138%
PROFIT (LOSS) FOR THE PERIOD Profit attributable to owners of the parent company Profit attributable to non-controlling interest	152,463	146,259	4%
	105,201	100,796	4%
	47,262	45,464	4%

Individual Results (2015, Th. US\$)	AFP Habitat	Confuturo	Corpseguros	Banco Internacional	Red Salud	Consalud	Vida Camara
Industry	Pension Funds	Life Insurance	Life Insurance	Bank	Healthcare Provider	Mandatory health insurance	Voluntary health insurance
Revenues	216,362	616,820	296,666	41,785	396,233	513,797	147,209
EBITDA / EBITDAE	126,493	-	-	-	44,108	14,941	-
Net Income	117,665	8,422	35,392	135	3,333	8,057	(6,471)
Assets	497,308	4,205,228	3,186,081	1,654,193	542,820	142,729	124,914
Liabilities	99,288	3,961,741	2,935,734	1,525,135	369,694	124,569	90,420
Equity	398,020	243,487	250,348	129,058	158,963	18,160	34,493
% ownership ILC	67.5%*	75.5%*	75.5%*	51.0%	89.9%	99.9%	99.9%

Market Capitalization

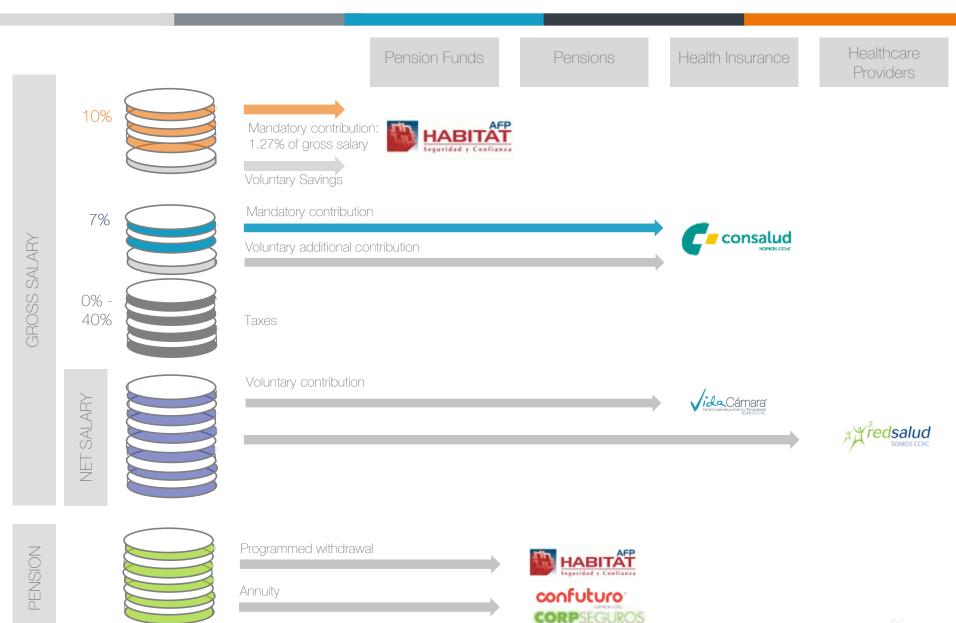
1,146,221

Figures as of December 2015 / FX: CLP\$710.16 per US\$

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ILC IS FOCUSED ON SECTORS THAT PROVIDE STEADY CASH FLOW

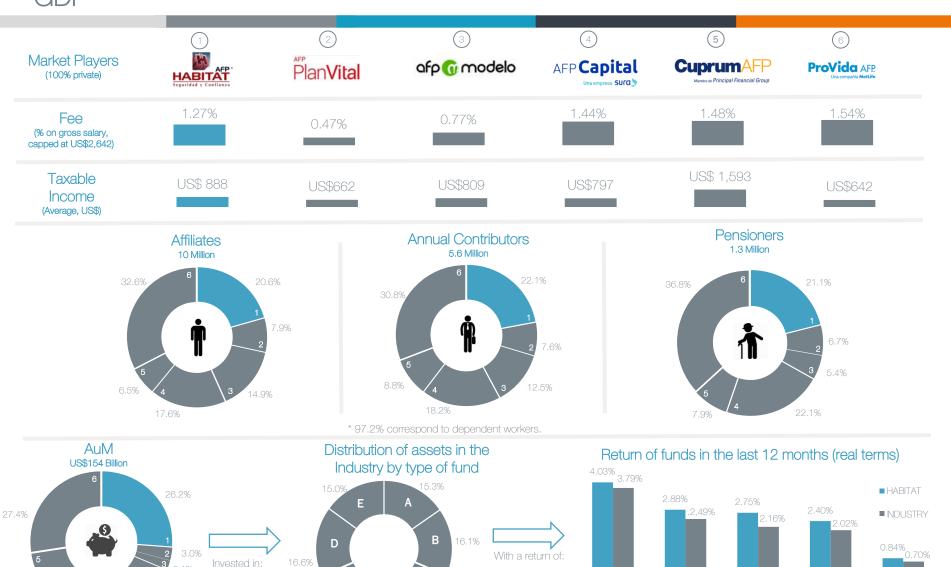




IN 2015 CHILEAN PENSION FUNDS REPRESENTED 71% OF TOTAL GDP



Е



С

37.0%

More risk

Α

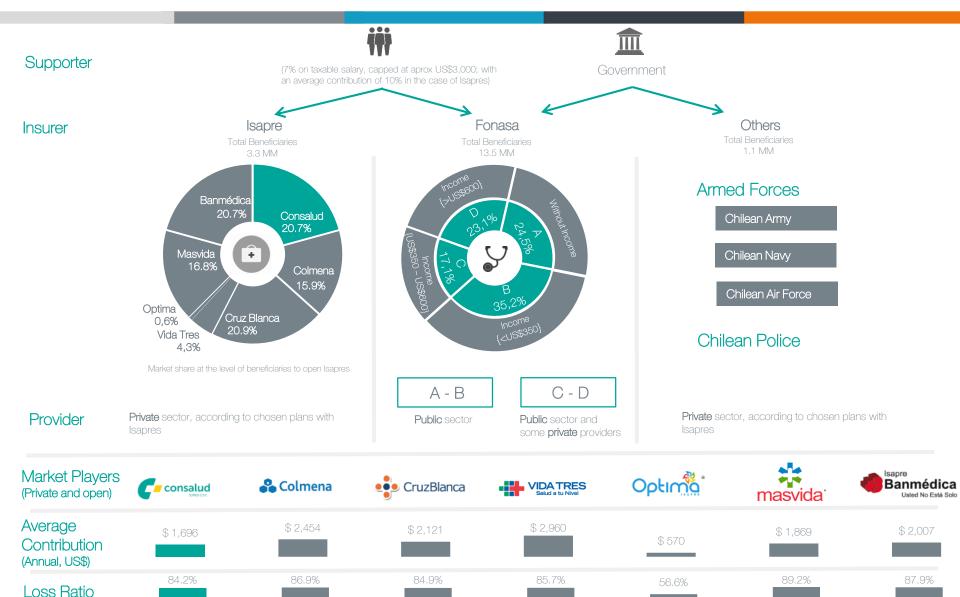
В

FX: CLP\$710.16 per US\$

Source: Superintendencia de Pensiones

97% OF CHILEAN POPULATION IS COVERED BY HEALTH INSURANCES, OF WHICH 75% IS MANAGED BY THE PUBLIC SECTOR (FONASA)





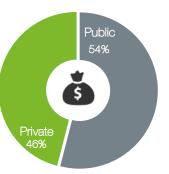
FX: CLP\$606.75 per US\$

^{*} In November 2014 Ferrosalud changed its name into Optima

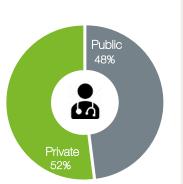
THE PRIVATE HEALTHCARE SYSTEM PLAYS AN IMPORTANT ROLE TO MEET CHILEAN DEMAND FOR HEALTH



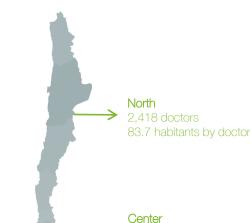
Total Health Expenditure 8.8% of GDP



Doctors ~ 30 thousands

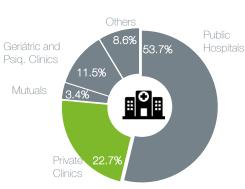


Geographic Distribution of Doctors in Chile



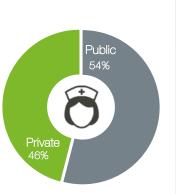
Hospitals and Clinics

~ 350



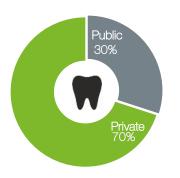
Red Salud: 11 private clinics

Nurses ~99 thousands



Dentists

~ 16 thousands



South Center

21.899 doctors

4,415 doctors 75.7 habitants by doctor

47.1 habitants by doctor

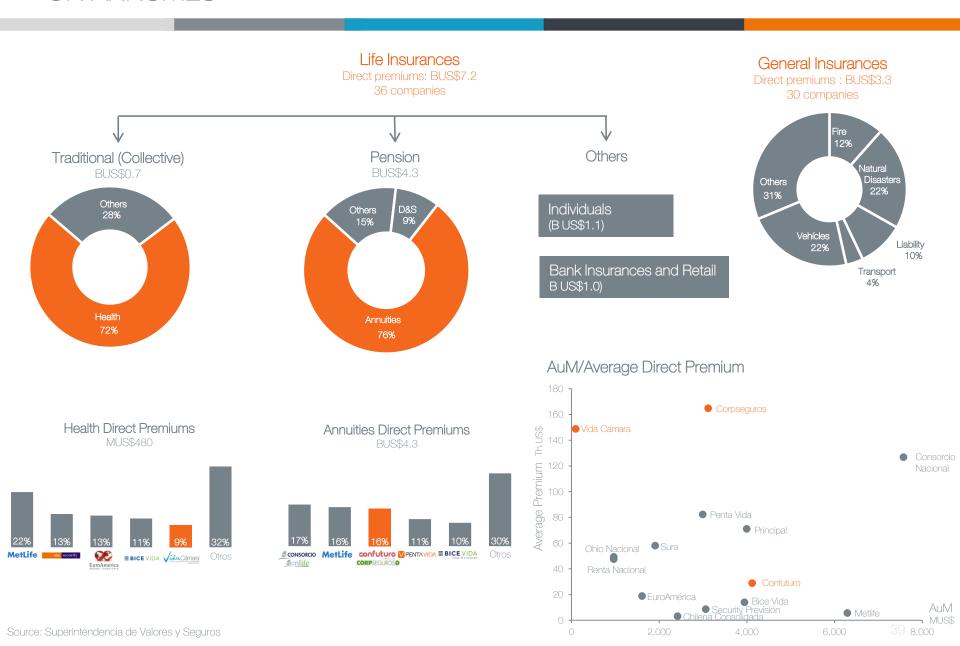


1,264 doctors 85.1 habitants by doctor

Beds ~ 38 thousands Geriatric and Psiq. Clinics Mutuals Private Clinics Red Salud: 858 beds

ILC PARTICIPATES IN THE LIFE INSURANCE INDUSTRY, FOCUSING ON ANNUITIES





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