

Company Presentation

Q2 2013 Results

September 4th, 2013



Agenda

1. Q2 2013 Financial Statements
2. Stock Performance
3. Mandatory Products
4. Voluntary Products
5. Funds Performance

Appendix

Agenda

1. Q2 2013 Financial Statements

2. Stock Performance

3. Mandatory Products

4. Voluntary Products

5. Funds Performance

Appendix

Income Statement

CLP MM	H1 2013	H1 2012	Var 13/12	Var 13/12 %
Revenues	63,534	61,816	1,718	2.8%
Remuneration and Employee Related Expenses	(12,301)	(10,824)	(1,477)	13.6%
Other Operating Expenses	(12,439)	(8,868)	(3,571)	40.3%
Operating Expenses	(24,740)	(19,693)	(5,048)	25.6%
Depreciation and Amortization	(1,077)	(964)	(113)	11.7%
Gain (Loss) on Reserve Requirements	3,824	5,623	(1,799)	-32.0%
Gain (Loss) on Disability Insurance Premium	(89)	(70)	(20)	28.1%
Financial Costs	(18)	(9)	(9)	92.0%
Income (Loss) from Investments	1,519	1,388	130	9.4%
Share of Profit (Loss) from Related Parties	988	1,664	(676)	-40.6%
Exchange Differences	116	9	107	1129.1%
Result on Indexed Unit Adjustments	(1)	7	(8)	-106.9%
Other Non-Operating Income	2,597	88	2,508	2842.8%
Other Non-Operating Expenses	(144)	(189)	45	-23.8%
Profit (Loss) before Tax	46,508	49,671	(3,163)	-6.4%
Income Tax Expenses	(9,065)	(8,483)	(582)	6.9%
Net Profit (Loss)	37,443	41,188	(3,745)	-9.1%
<i>Net Margin %</i>	<i>58.9%</i>	<i>66.6%</i>		<i>-11.5%</i>
EBITDA¹	47,603	50,645	(3,042)	-6.0%
<i>EBITDA Margin %¹</i>	<i>74.9%</i>	<i>81.9%</i>		<i>-8.5%</i>
EBITDAR²	43,779	45,022	(1,243)	-2.8%
<i>EBITDAR Margin %²</i>	<i>68.9%</i>	<i>72.8%</i>		<i>-5.4%</i>

Total Revenues up 2.8%.
Revenues From Fees up 4.8% despite fee reduction
(pro forma revenues from fees up 12.2%).

Operating expenses up due to Peru operation, and to
other recurring and non-recurring expenses.

Consolidated EBITDAR² down CLP 1,243 MM.

1: EBITDA: Net Profit (Loss) before Depreciation and Amortization, Financial Costs and Income Tax Expenses.

2: EBITDAR: EBITDA before Gain (Loss) on Reserve Requirements.

Source: AFP Habitat S.A. ("AFP Habitat" or "Habitat") Consolidated Financial Statements under IFRS.

Peru Operation Pro-Forma Adjustment

CLP MM	Consolidated IS	Perú Effect	Adjusted IS	Adj Var 13/12	Adj Var 13/12 %	
Revenues	63,534	-	63,534	1,718	2.8%	
Remuneration and Employee Related Expenses	(12,301)	(457)	(11,845)	(1,020)	9.4%	vs 13.6%
Other Operating Expenses	(12,439)	(948)	(11,491)	(2,623)	29.6%	vs 40.3%
Operating Expenses	(24,740)	(1,405)	(23,336)	(3,643)	18.5%	vs 25.6%
Depreciation and Amortization	(1,077)	(7)	(1,070)	(106)	11.0%	vs 11.7%
Gain (Loss) on Reserve Requirements	3,824	-	3,824	(1,799)	-32.0%	
Gain (Loss) on Disability Insurance Premium	(89)	-	(89)	(20)	28.1%	
Financial Costs	(18)	(12)	(6)	4	-37.7%	
Income (Loss) from Investments	1,519	8	1,511	123	8.8%	
Share of Profit (Loss) from Related Parties	988	-	988	(676)	-40.6%	
Exchange Differences	116	103	13	3	36.6%	
Result on Indexed Unit Adjustments	(1)	-	(1)	(8)	-106.9%	
Other Non-Operating Income	2,597	2	2,594	2,506	2840.3%	
Other Non-Operating Expenses	(144)	-	(144)	45	-23.8%	
Profit (Loss) before Tax	46,508	(1,310)	47,818	(1,853)	-3.7%	vs -6.4%
Income Tax Expenses	(9,065)	381	(9,447)	(963)	11.4%	
Net Profit (Loss)	37,443	(929)	38,372	(2,816)	-6.8%	vs -9.1%
<i>Net Margin %</i>	<i>58.9%</i>		<i>60.4%</i>		<i>-9.4%</i>	
EBITDA¹	47,603	(1,291)	48,894	(1,750)	-3.5%	vs -6.0%
<i>EBITDA Margin %¹</i>	<i>74.9%</i>		<i>77.0%</i>		<i>-6.1%</i>	
EBITDAR²	43,779	(1,291)	45,071	49	0.1%	vs -2.8%
<i>EBITDAR Margin %²</i>	<i>68.9%</i>		<i>70.9%</i>		<i>-2.6%</i>	

1: EBITDA: Net Profit (Loss) before Depreciation and Amortization, Financial Costs and Income Tax Expenses.

2: EBITDAR: EBITDA before Gain (Loss) on Reserve Requirements.

Source: AFP Habitat and its subsidiary Habitat Andina S.A. ("Habitat Andina") Consolidated Financial Statements under IFRS.

Operating Expenses Breakdown

CLP MM	H1 2013	%	H1 2012	%	Var 13/12	Var 13/12 %
Administrative Employees Remuneration	6,893	56.0%	5,734	53.0%	1,160	20.2%
Sales Employees Remuneration	2,862	23.3%	2,703	25.0%	159	5.9%
Employee Short-Term Benefits	1,633	13.3%	1,541	14.2%	92	6.0%
Post-Employment Benefits	20	0.2%	71	0.7%	(51)	-71.7%
Severances	220	1.8%	169	1.6%	51	30.1%
Other	673	5.5%	607	5.6%	65	10.8%
Remuneration and Employee Related Expenses	12,301	100.0%	10,824	100.0%	1,477	13.6%
Commercialization Expenses	1,714	13.8%	475	5.4%	1,239	261.0%
Computer Expenses	900	7.2%	1,201	13.5%	(301)	-25.0%
Administration Expenses	9,382	75.4%	6,728	75.9%	2,654	39.4%
Other	443	3.6%	465	5.2%	(22)	-4.8%
Other Operating Expenses	12,439	100.0%	8,868	100.0%	3,571	40.3%
Operating Expenses	24,740		19,693		5,048	25.6%
Minus: Peru Operating Expenses ¹	(1,405)		-		(1,405)	
Adjusted Operating Expenses	23,336		19,693		3,643	18.5%

- Employees Remuneration, Commercialization Expenses, and Administration Expenses account for the largest increases in Operating Expenses
- Expenses associated to the operation in Peru¹ explain 28% of Operating Expenses² increase
 - 31% of Remuneration and Employee Related Expenses
 - 27% of Other Operating Expenses

1: Considers Expenses of Habitat Andina.

2: Excludes Depreciation and Amortization.

Source: AFP Habitat and its subsidiary Habitat Andina Consolidated Financial Statements under IFRS.

Part of the Operating Expenses increase is due to new services since H2 2012



Habitat Móvil
22 mobile branches
Coverage: 176 counties
(*comunas*)



12 Branches opening
on Saturday
mornings



Website chat service



New web services for
voluntary savings



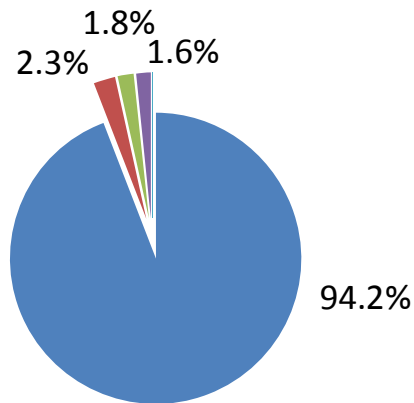
Business hours
extension in the call
center
Friday afternoon and
Saturday morning



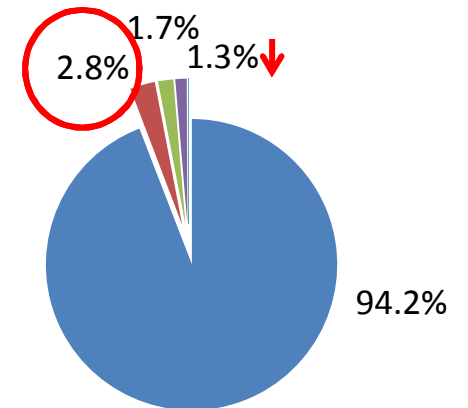
Online Appointment
Reservation

Revenues from Fees Breakdown

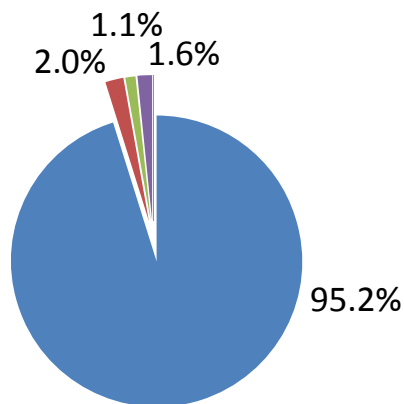
Jun-10



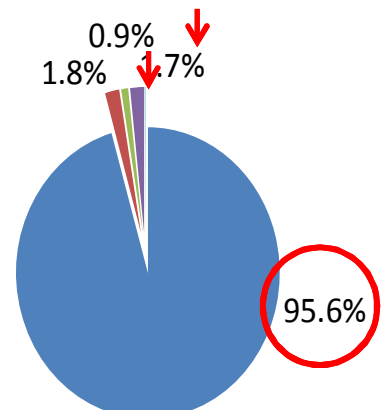
Jun-13



Jun-10



Jun-13



Balance Sheet

CLP MM	Jun/2013	Mar/2013	Dec/2012	Var Jun/Mar %	Var Jun/Dec %
Cash and Equivalents	43,220	46,167	55,794	-6.4%	-22.5%
Other Current Assets	2,445	18,695	4,046	-86.9%	-39.6%
Total Current Assets	45,665	64,861	59,840	-29.6%	-23.7%
Reserve Requirements	205,302	204,461	197,779	0.4%	3.8%
Other Non Current Assets	22,263	21,470	21,401	3.7%	4.0%
Total Non Current Assets	227,566	225,931	219,180	0.7%	3.8%
Total Assets	273,231	290,792	279,020	-6.0%	-2.1%
Current Liabilities	12,165	14,479	26,193	-16.0%	-53.6%
Accrued Taxes from Reserve Requirements	22,319	22,939	21,870	-2.7%	2.1%
Other Non Current Liabilities	675	675	672	0.0%	0.4%
Non Current Liabilities	22,994	23,615	22,542	-2.6%	2.0%
Shareholders Equity	238,071	252,696	230,283	-5.8%	3.4%
Minority Interest	1	2	0	-49.3%	129.9%
Net Equity	238,072	252,698	230,284	-5.8%	3.4%
Total Liabilities and Equity	273,231	290,792	279,020	-6.0%	-2.1%

Agenda

1. Q2 2013 Financial Statements

2. Stock Performance

3. Mandatory Products

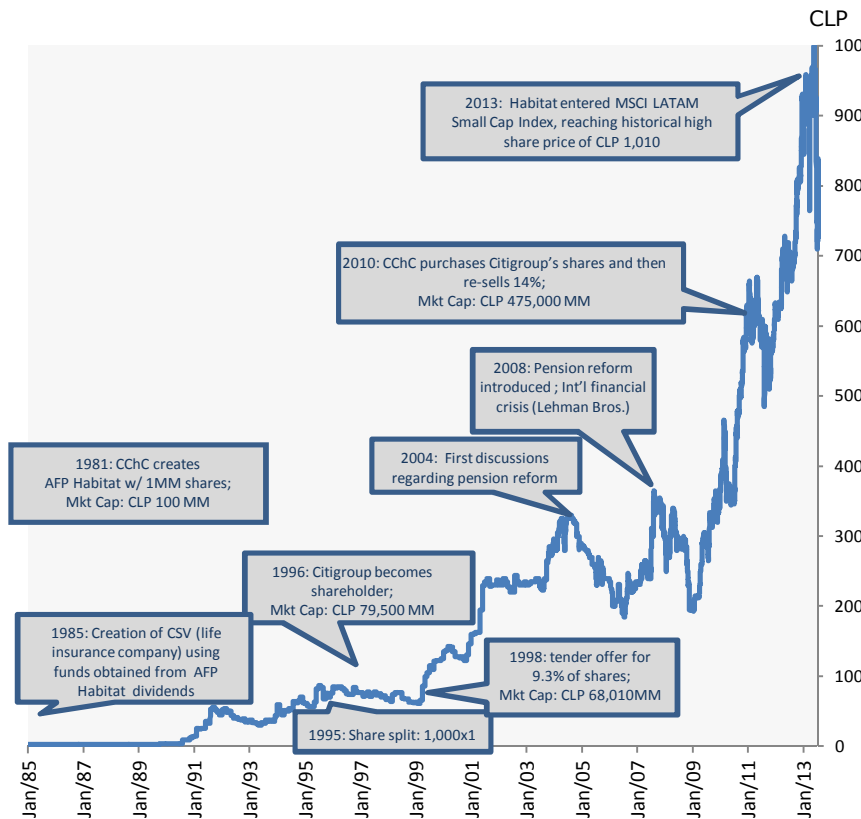
4. Voluntary Products

5. Funds Performance

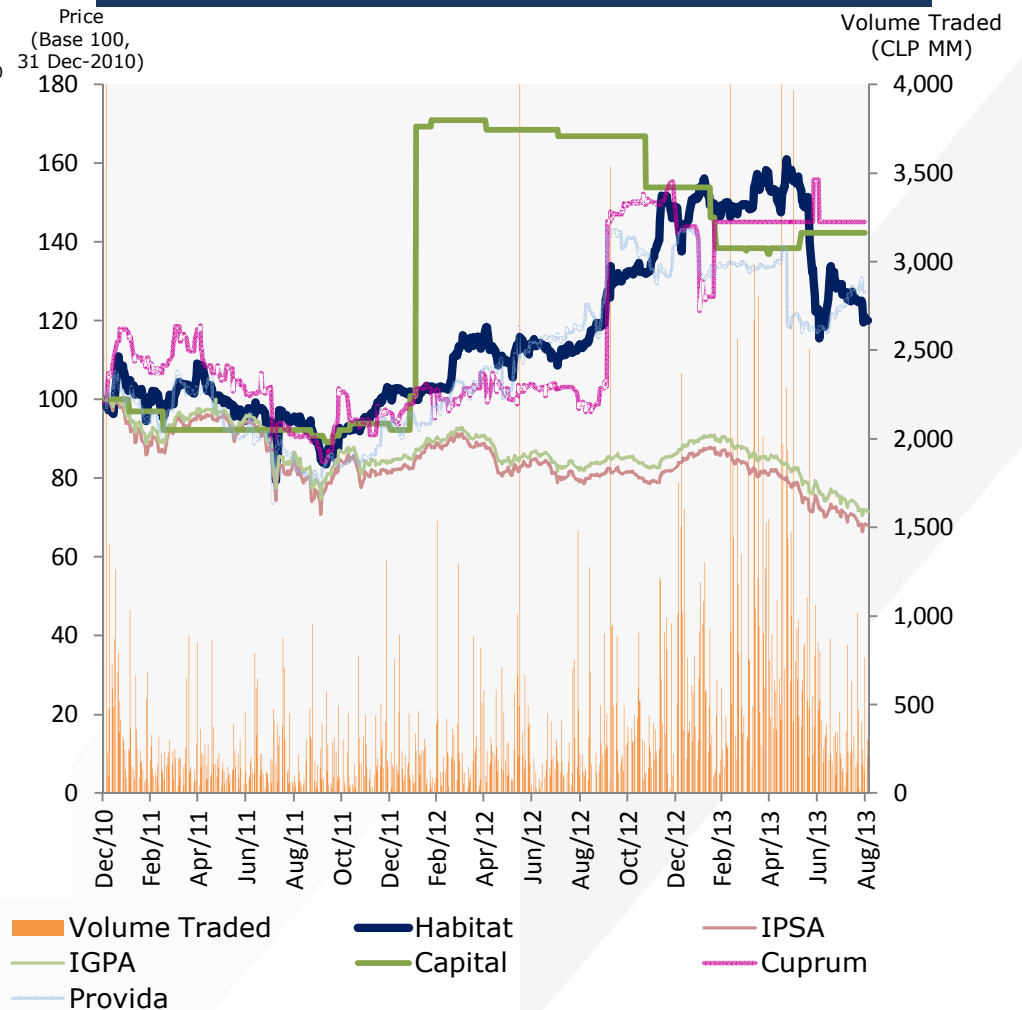
Appendix

Stock Performance

1985-2013YTD



2011-2013YTD



- Market Cap: USD 1.4 bn

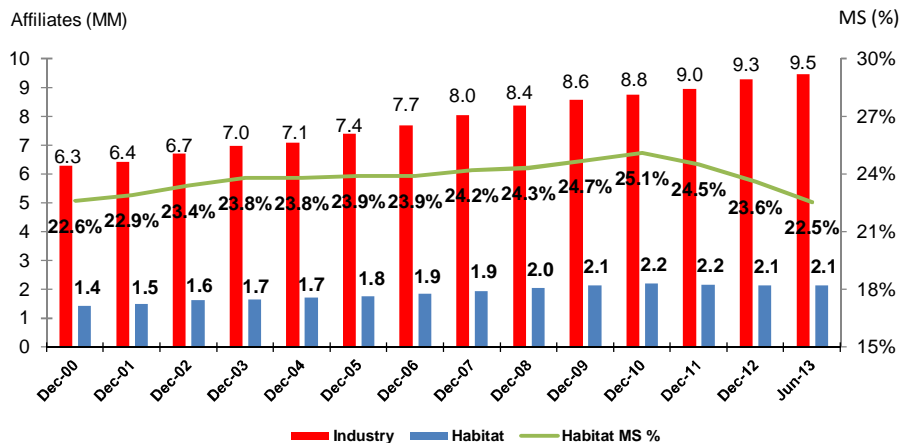
Agenda

1. H1 2013 Financial Statements
2. Stock Performance
3. Mandatory Products
4. Voluntary Products
5. Funds Performance

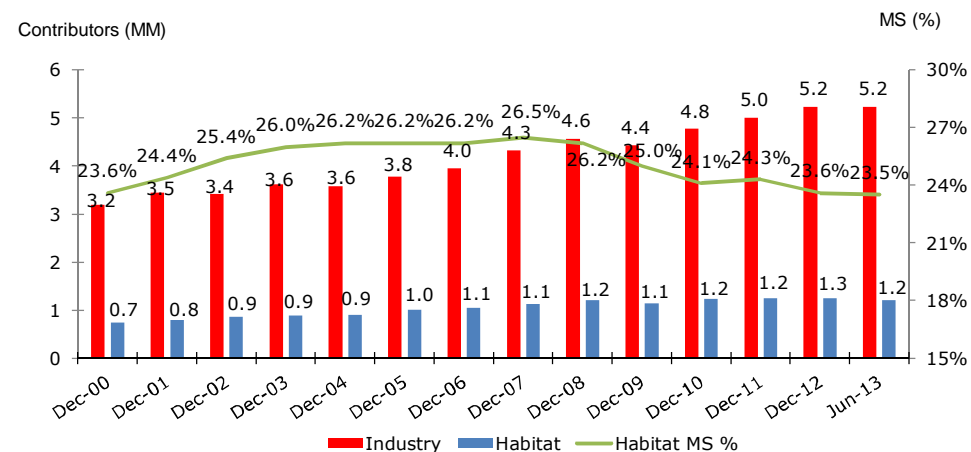
Appendix

Mandatory Products Indicators

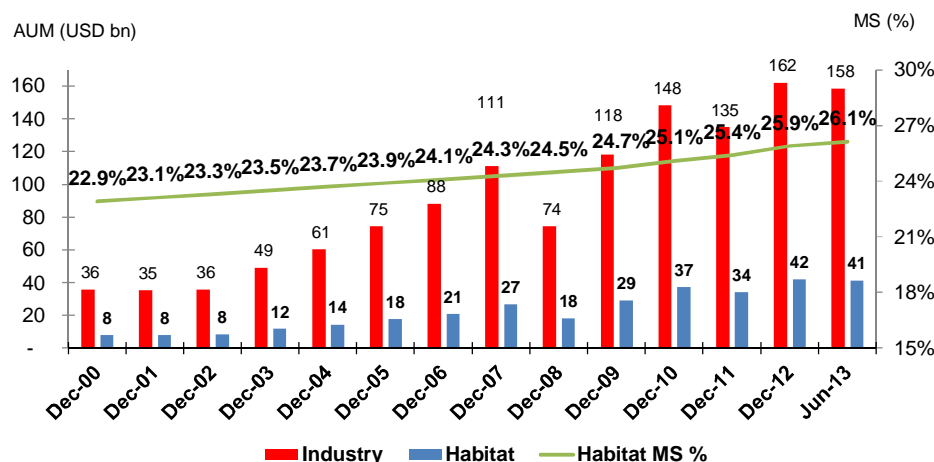
Affiliates



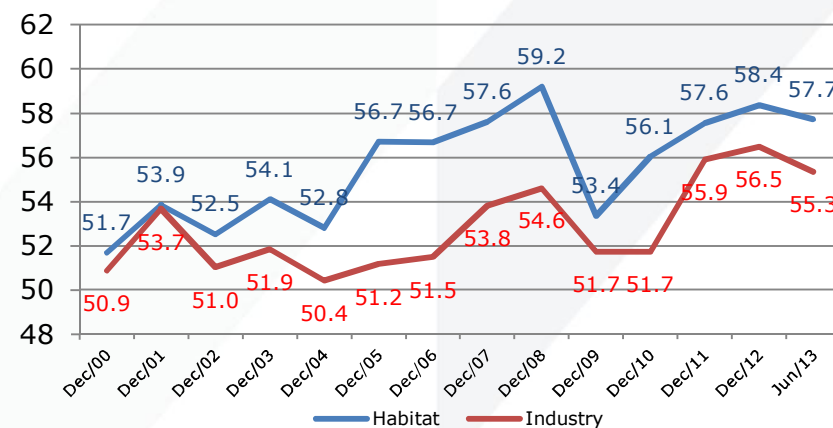
Contributors



AUM

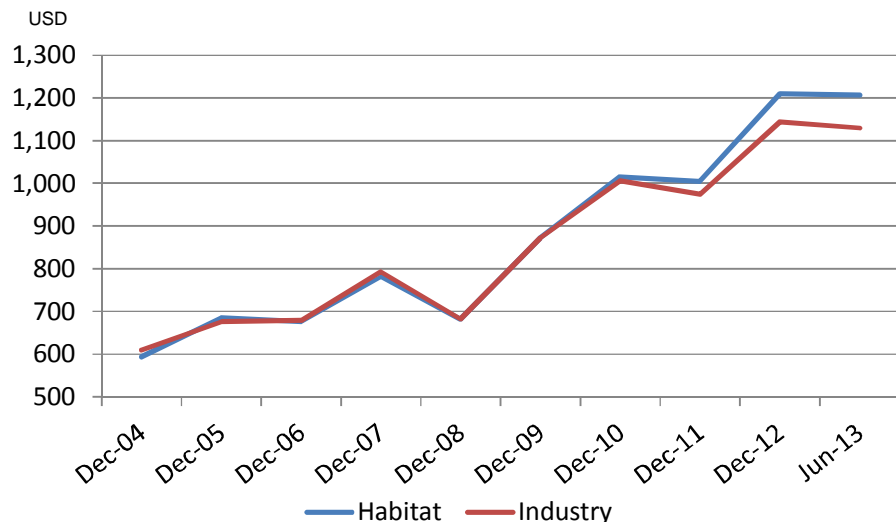


Contributors / Affiliates

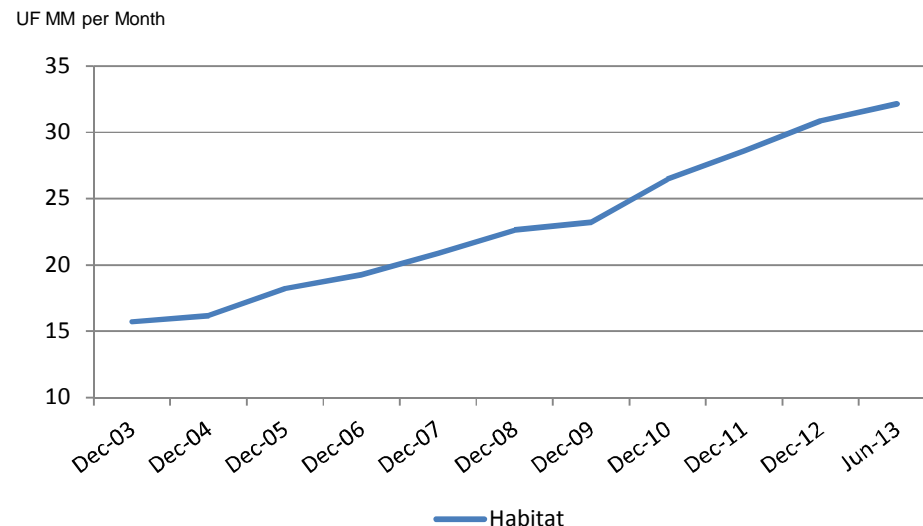


Mandatory Products Indicators (Cont'd)

Average Monthly Salary



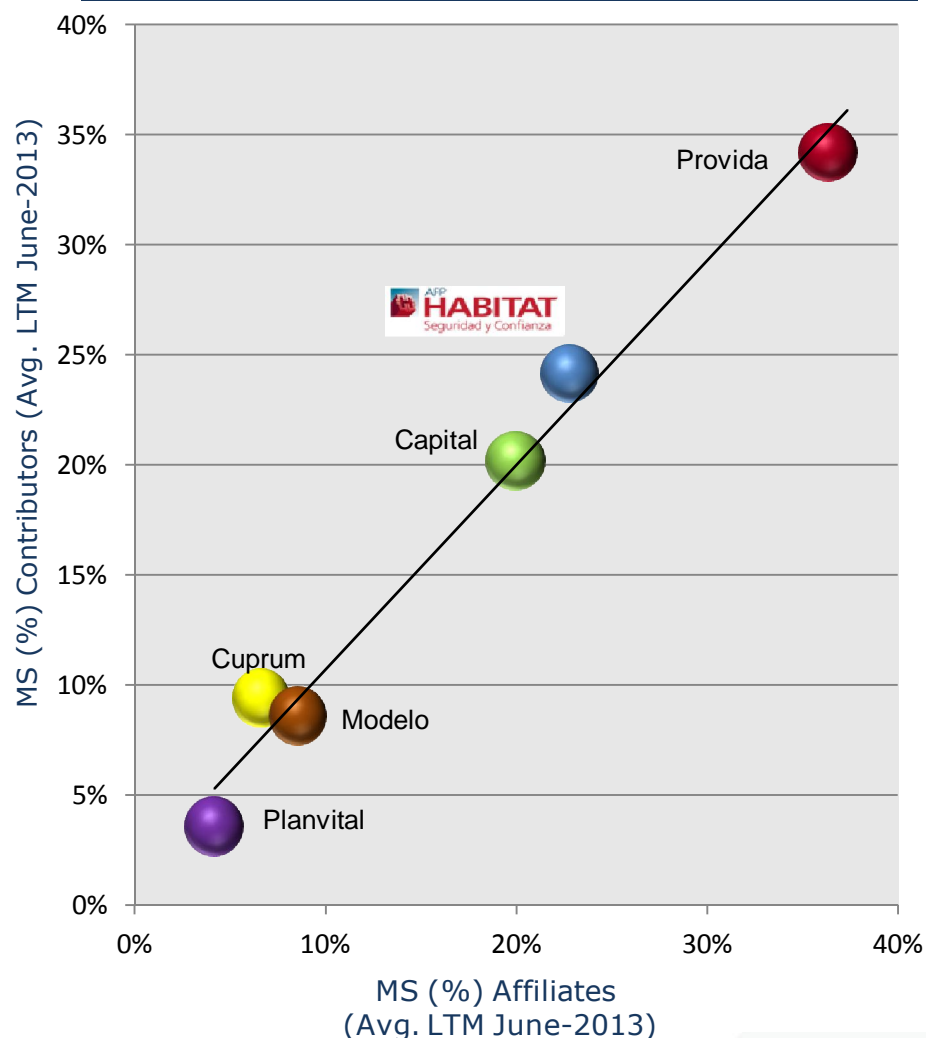
Salary Base



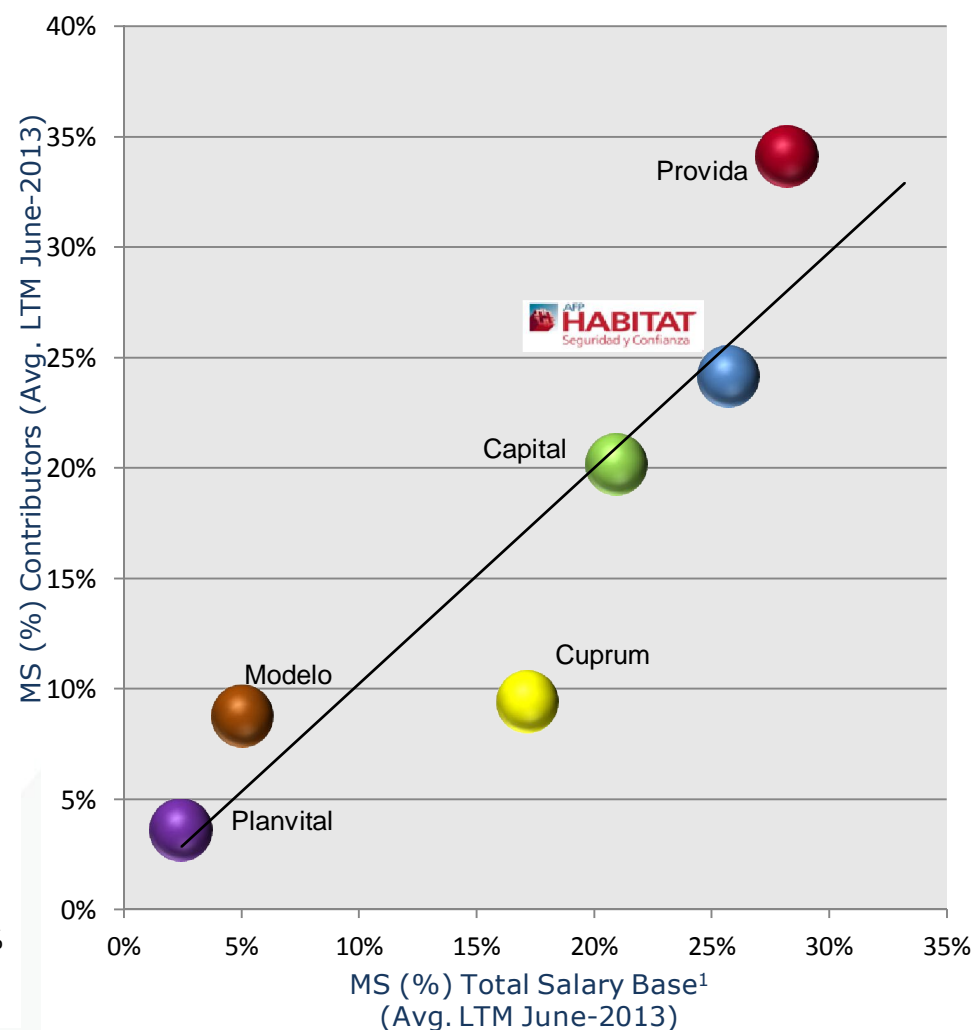
- Average Monthly Salary 6.8% higher than industry average, as of Jun-13
- Salary Base has grown at 7.4% per year since Dec-03; 8.5% per year since Dec-09

Affiliates, Contributors & Salary Base

Contributors & Affiliates



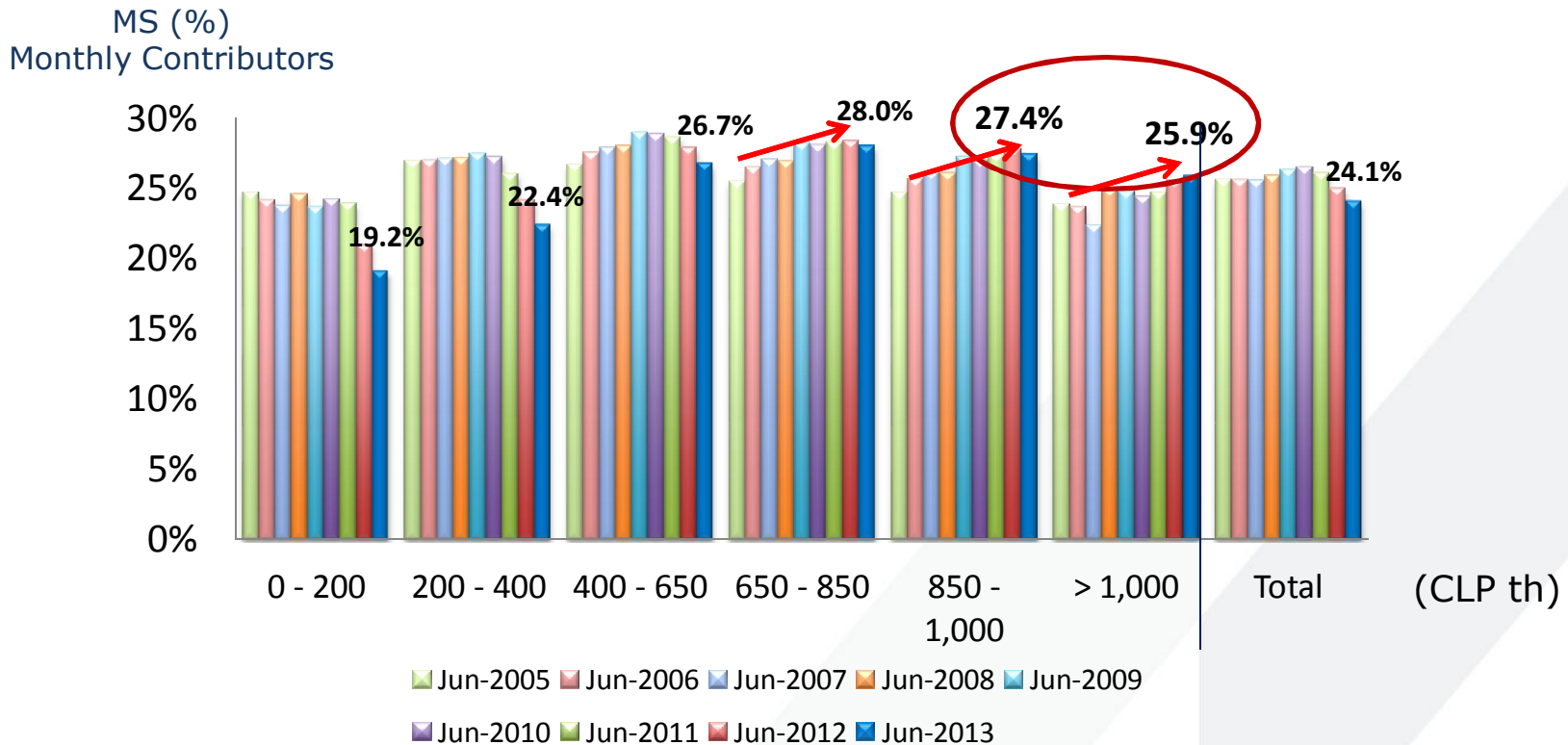
Contributors & Salary Base



Source: SP, as of June-2013.

1: Total Salary Base: Internal estimate.

Market Share by Salary Base



- AFP Habitat has increased its market share in the higher salary base market segments

Agenda

1. H1 2013 Financial Statements
2. Stock Performance
3. Mandatory Products
4. Voluntary Products
5. Funds Performance

Appendix

Voluntary Products

APV	System	Habitat	MS Habitat	Ranking Habitat
# Accounts ¹	833,256	157,344	18.8%	4
AUM (USD MM) ¹	4,597	1,549	33.7%	1

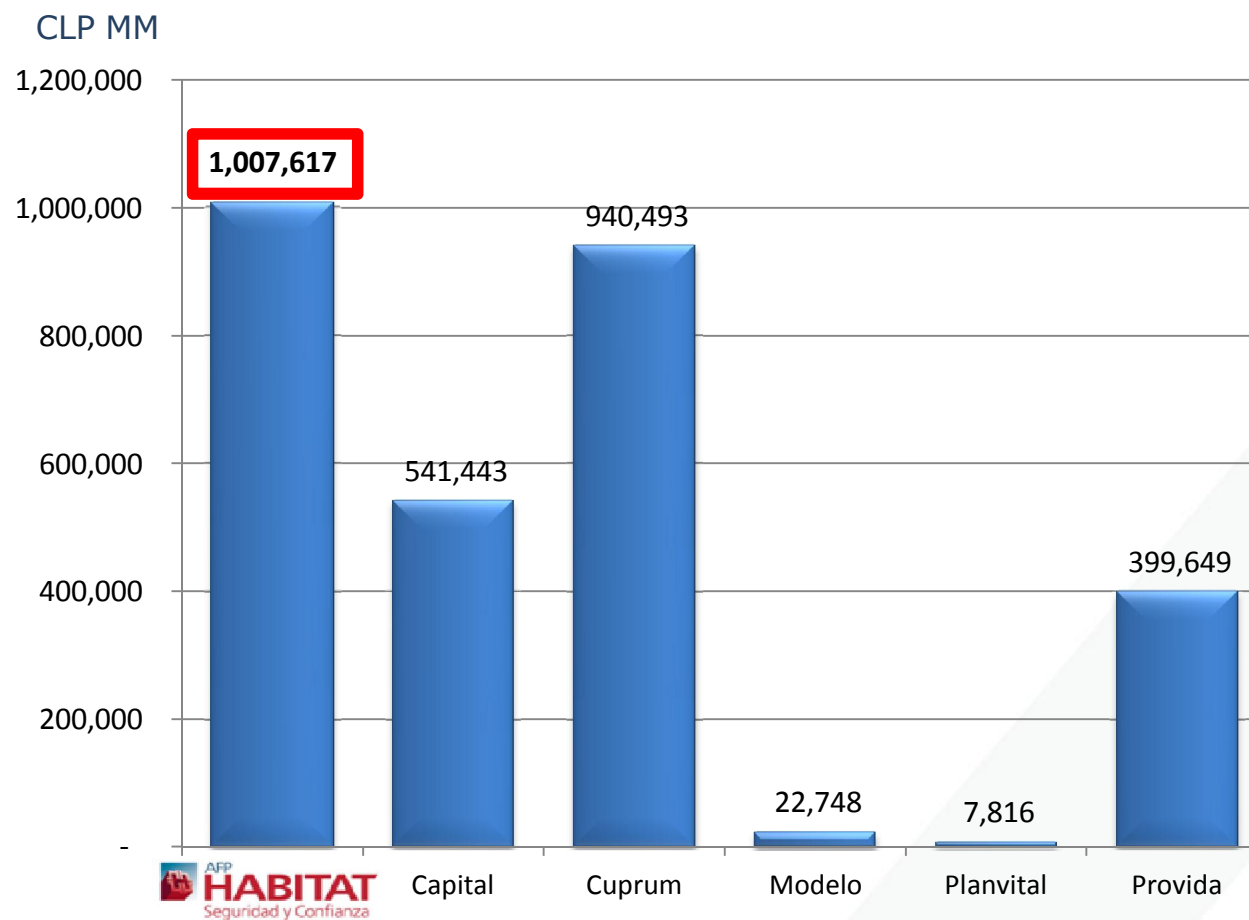
CAV	System	Habitat	MS Habitat	Ranking Habitat
# Accounts ¹	1,742,657	365,266	21.0%	3
AUM (USD MM) ¹	1,623	576	35.5%	1



Source: SP.

1: Information as of Jun-2013. Fx (CLP/USD): 503.86.

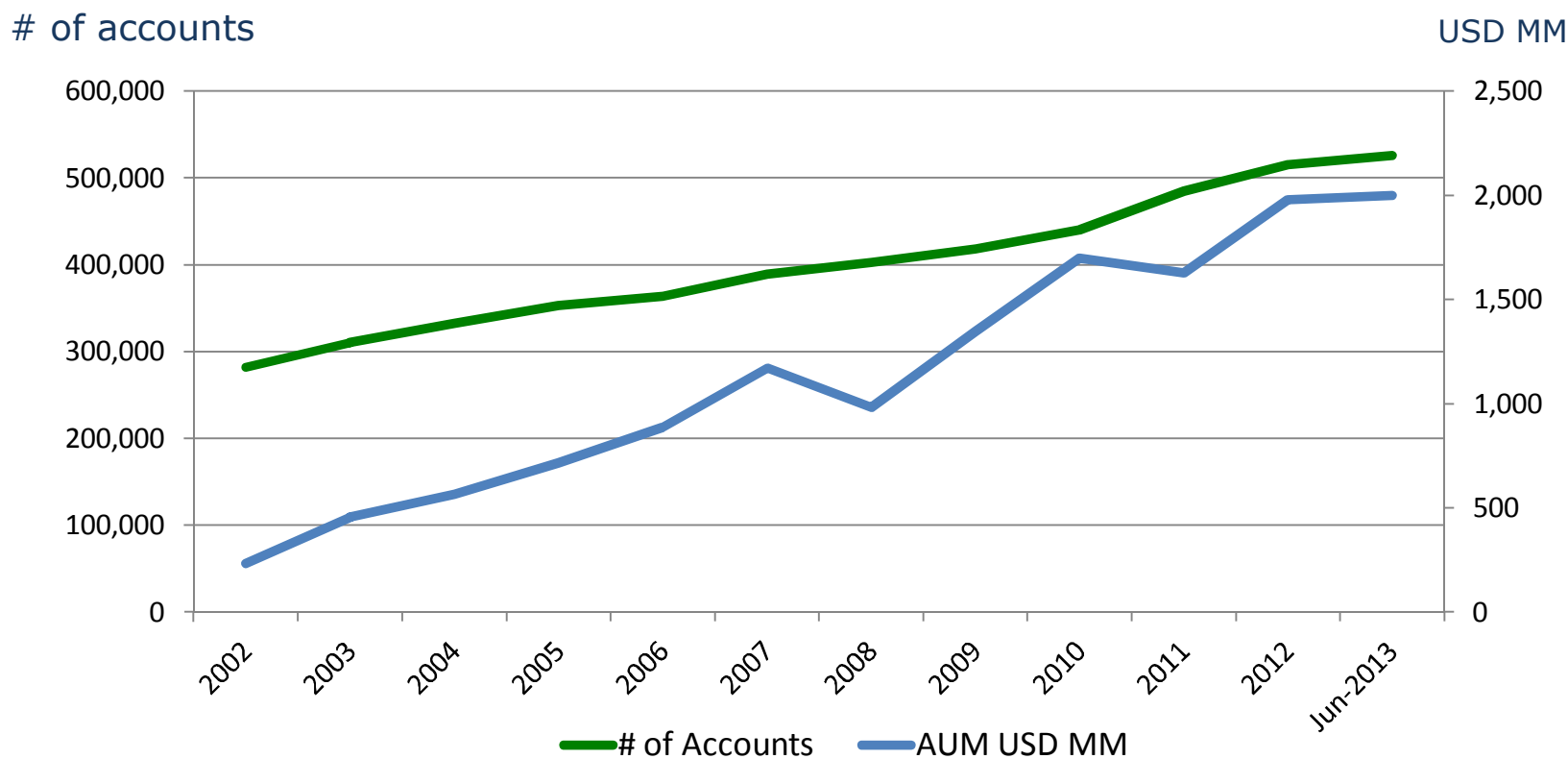
AFP Habitat: Leader in Voluntary Products



Voluntary Products = CAV & APV AUM



Voluntary AUM Evolution



- APV AUM growth rate Jun-2013/Jun-2012: Habitat: 18.1%; AFP Industry: 9.0%
- CAV AUM growth rate Jun-2013/Jun-2012: Habitat: 7.8%; AFP Industry: 4.7%
- The regulator as well as industry players are constantly seeking ways to encourage individuals to supplement their compulsory pension savings

Agenda

1. Q2 2013 Financial Statements
2. Stock Performance
3. Mandatory Products
4. Voluntary Products
5. Funds Performance

Appendix

AFP Habitat: Leader in Return on Investment



AFP HABITAT

Account Statement	12 MONTHS (%)					36 MONTHS (%)					60 MONTHS (%)				
	A	B	C	D	E	A	B	C	D	E	A	B	C	D	E
Apr-2013	3.56	2.85	3.86	4.45	4.43	1.60	2.22	3.03	3.45	4.41	0.17	1.76	3.18	3.73	4.47
Dec-2012	6.15	4.93	4.77	4.05	3.57	2.15	2.98	5.41	3.95	5.11	-1.45	0.69	2.46	3.42	4.63
Aug-2012	-0.71	-0.28	0.78	2.04	2.71	3.19	3.85	4.15	4.42	5.32	-2.16	-0.03	1.75	3.00	4.81
Apr-2012	-7.30	-4.69	-1.89	0.64	3.67	11.37	9.71	7.64	5.69	4.64	-1.23	0.60	1.86	2.71	4.16
Dec-2011	-10.66	-7.15	-3.07	0.82	4.80	13.38	11.73	9.38	7.66	6.71	-0.70	1.26	2.56	3.34	4.44
Aug-2011	-0.48	0.72	2.20	3.44	5.41	1.25	3.45	4.75	5.06	6.20	2.01	3.64	4.66	4.86	5.34
Apr-2011	9.25	8.97	7.35	5.34	5.13	1.65	3.64	4.69	4.55	4.75	3.58	4.70	5.20	4.94	4.90
Dec-2010	12.40	12.09	9.78	7.08	7.01	-0.66	2.04	3.60	4.10	4.93	5.70	6.37	6.32	5.58	5.06
Aug-2010	11.21	11.54	9.68	7.87	7.92	-3.19	-0.19	1.92	3.18	5.32	4.29	5.01	5.12	4.75	4.37
Apr-2010	36.44	27.18	18.43	11.36	5.14	-2.46	-0.27	1.35	2.54	4.01	5.62	5.77	5.46	4.93	3.94
Dec-2009	45.14	34.03	22.98	15.58	3.48	-1.29	0.75	2.16	2.97	3.48	5.24	5.52	5.29	4.83	3.86
Aug-2009	-6.21	-1.45	2.54	3.92	5.28	-0.06	2.11	3.85	4.34	4.48	5.01	5.12	4.99	4.52	3.67
Apr-2009	-29.53	-19.67	-9.73	-2.59	3.99	-7.17	-3.17	0.45	2.75	4.74	1.44	2.83	3.72	4.15	4.08
Dec-2008	-39.91	-29.29	-17.64	-8.83	-0.32	-6.82	-3.22	0.21	1.97	3.36	0.08	1.51	2.78	3.26	3.37

Notas: La rentabilidad es variable, por lo que nada garantiza que las rentabilidades pasadas se repitan en el futuro. Infórmese sobre las comisiones y el resultado de la medición de la calidad de servicio de su AFP en www.spensiones.cl.

AFP Habitat: Leader in Return on Investment (Cont'd)



AFP CAPITAL_Ranking

Accounts Statement	12 MONTHS					36 MONTHS					60 MONTHS				
	A	B	C	D	E	A	B	C	D	E	A	B	C	D	E
Apr. 2013	4	5	5	6	5	5	5	5	5	2	3	5	5	3	2
Dec. 2012	3	4	4	5	4	5	5	4	3	2	3	5	5	3	2
Aug. 2012	5	5	5	6	6	5	5	4	3	2	3	4	5	3	2
Apr. 2012	5	5	5	6	3	5	5	4	3	1	3	4	4	3	2
Dec. 2011	6	5	6	6	2	5	5	5	3	1	3	3	4	3	2
Aug. 2011	5	5	4	3	3	3	3	3	3	1	1	3	3	4	2
Apr. 2011	5	5	5	2	1	3	4	5	2	1	3	3	4	3	1
Dec. 2010	5	5	4	2	1	3	3	5	3	1	3	3	4	2	2
Aug. 2010	5	4	3	2	1	3	3	5	3	1	2	3	4	2	2
Apr. 2010	3	3	3	1	1	4	3	4	3	1	2	3	4	2	2
Dec. 2009	5	4	4	2	2	2	3	4	3	2	1	3	4	2	2
Aug. 2009	2	1	4	1	1	2	3	4	3	2	1	3	4	3	2
Apr. 2009	2	3	5	4	2	2	3	5	4	2	1	3	4	3	2
Dec. 2008	1	3	3	4	1	1	3	3	4	2	1	3	4	3	2

AFP CUPRUM_Ranking

Accounts Statement	12 MONTHS					36 MONTHS					60 MONTHS				
	A	B	C	D	E	A	B	C	D	E	A	B	C	D	E
Apr. 2013	1	1	1	2	3	3	2	3	2	3	4	3	3	2	3
Dec. 2012	5	4	6	6	6	2	2	2	2	3	4	3	3	2	3
Aug. 2012	4	4	4	5	3	3	2	3	2	3	4	3	3	2	3
Apr. 2012	4	4	4	5	4	3	2	2	1	3	4	3	2	2	3
Dec. 2011	3	2	4	5	3	2	2	1	2	5	4	2	2	3	
Aug. 2011	3	2	2	5	4	4	4	2	3	3	5	5	2	3	3
Apr. 2011	3	2	1	1	3	5	5	3	3	3	5	4	2	2	3
Dec. 2010	2	2	1	1	3	2	5	2	2	3	5	5	3	3	3
Aug. 2010	2	3	1	1	3	5	5	2	2	3	5	4	2	3	3
Apr. 2010	4	2	1	2	2	1	1	2	2	3	5	5	3	4	3
Dec. 2009	4	3	1	1	1	5	5	3	5	3	5	5	3	5	3
Aug. 2009	5	5	5	5	3	5	5	3	5	3	5	4	3	5	3
Apr. 2009	5	5	4	5	4	5	5	3	5	3	5	5	3	5	3
Dec. 2008	4	5	5	5	5	5	5	4	5	3	5	4	3	5	3

AFP MODELO_Ranking

Accounts Statement	12 MONTHS				
	A	B	C	D	E
Apr. 2013	6	6	6	5	6
Dec. 2012	6	6	2	1	2
Aug. 2012	1	1	1	1	1
Apr. 2012	1	1	1	1	2
Dec. 2011	1	1	1	2	4
Aug. 2011	6	6	6	2	1

AFP PLANVITAL_Ranking

Accounts Statement	12 MONTHS					36 MONTHS					60 MONTHS				
	A	B	C	D	E	A	B	C	D	E	A	B	C	D	E
Apr. 2013	5	4	4	4	4	2	3	2	4	5	1	2	2	4	5
Dec. 2012	1	1	1	3	5	3	3	3	5	5	1	2	2	5	5
Aug. 2012	2	2	2	2	5	2	3	2	5	5	2	2	2	5	5
Apr. 2012	2	2	3	3	5	2	3	3	5	5	2	2	2	5	5
Dec. 2011	2	4	3	3	6	2	4	4	5	5	2	2	3	5	5
Aug. 2011	1	3	5	6	6	1	2	2	5	5	2	2	3	5	5
Apr. 2011	2	3	2	5	5	1	2	2	5	5	2	2	3	5	5
Dec. 2010	4	4	3	5	5	4	2	3	5	5	2	2	2	4	5
Aug. 2010	4	5	4	5	5	2	2	3	5	5	3	2	3	4	5
Apr. 2010	5	5	5	5	5	3	4	3	5	5	3	2	2	3	5
Dec. 2009	2	5	5	5	5	3	2	2	2	5	2	2	2	2	5
Aug. 2009	1	2	2	4	5	3	2	2	2	5	3	2	2	2	5
Apr. 2009	1	1	1	1	5	3	2	2	2	5	3	2	2	2	5
Dec. 2008	2	1	2	2	3	2	1	1	3	4	3	2	1	2	5

AFP PROVIDA_Ranking

Accounts Statement	12 MONTHS					36 MONTHS					60 MONTHS				
	A	B	C	D	E	A	B	C	D	E	A	B	C	D	E
Apr. 2013	2	3	3	3	1	4	4	4	3	4	5	4	4	5	4
Dec. 2012	3	2	5	4	3	4	4	5	4	4	4	4	4	4	4
Aug. 2012	6	6	6	4	4	4	4	5	4	4	5	5	4	4	4
Apr. 2012	6	6	6	4	6	4	4	5	4	4	5	5	5	4	4
Dec. 2011	5	6	5	4	3	4	3	3	4	4	4	5	5	4	4
Aug. 2011	4	4	3	4	5	5	5	4	4	4	4	4	5	4	4
Apr. 2011	4	4	4	4	4	3	4	4	4	4	4	4	5	4	4
Dec. 2010	3	3	5	4	4	1	3	4	4	4	4	4	5	5	4
Aug. 2010	3	2	5	4	4	4	4	4	4	4	4	5	5	5	4
Apr. 2010	2	4	4	4	4	2	2	5	4	4	4	4	5	5	4
Dec. 2009	3	2	3	5	4	4	4	5	4	4	4	4	5	4	4
Aug. 2009	4	4	3	3	4	4	4	5	3	4	4	5	5	4	4
Apr. 2009	4	4	3	3	3	4	4	4	3	4	4	4	4	4	4
Dec. 2008	5	4	4	3	4	4	4	5	2	5	4	5	5	4	4

Notas: La rentabilidad es variable, por lo que nada garantiza que las rentabilidades pasadas se repitan en el futuro. Infórmese sobre las comisiones y el resultado de la medición de la calidad de servicio de su AFP en www.spensiones.cl.

Agenda

1. Q2 2013 Financial Statements
2. Stock Performance
3. Mandatory Products
4. Voluntary Products
5. Funds Performance

Appendix

1. AFP Industry Overview
2. AFP Habitat Overview
3. 2012 Financial Statements
4. AFPs Operating Cost Structure
5. Operation in Peru
6. Contact with our Customers
7. AFP Habitat Funds Breakdown

AFP Industry Overview

1980

Chilean legislation (Law Decree 3500) established a compulsory individual capitalization system with privately-managed pension funds (AFP)

1981

New AFP system launched with 12 players

1985

AFPs authorized to invest in corporate stocks

2000

In accordance with regulatory modifications, each AFP introduces a 2nd fund

2002

Creation of multi-fund system (5 funds); non-AFP asset managers permitted to offer voluntary pension savings product (APV)

2008

Pension Law Reform

2009

Joint bidding of life and disability insurance (SIS); AFPs serve only as pass-thru entities for insurance premiums

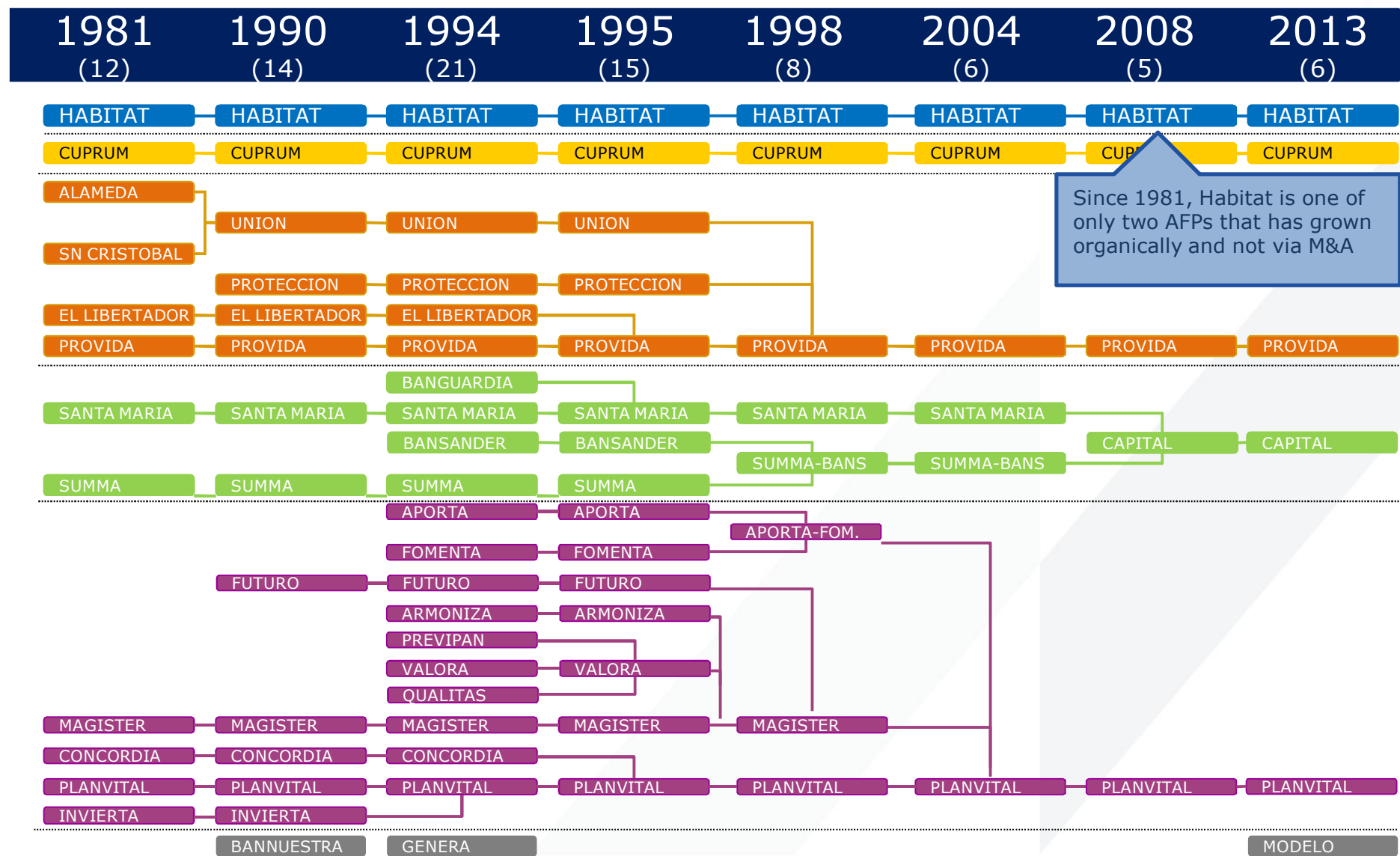
2010

A new AFP is awarded a 2-year auction for new affiliates; consequently, today there are 6 AFPs (each with 5 funds) in the Industry

2012

3 of the 4 largest AFPs are acquired by foreign entities

AFP Industry Composition: 1981 – 2013



AFPs Product Offering



CCICO (Mandatory Contribution Account)

- Compulsory savings = 10% of gross salary base¹
- Fees: 0.77%-2.36% of salary base (Habitat = 1.27%)

RP (Programmed Withdrawals)

- Pension payment alternative whereby affiliate maintains pension account with the AFP
- Fee: 0.95%-1.25% of monthly pension amount (Habitat = 0.95%)

APV (Voluntary Contributions)

- Voluntary pension contributions
- Tax benefits on amounts \leq UF 600 / UF 900 per year²
- Annual Fee: 0.50%-0.70% of AUM (Habitat = 0.55%)

CAV (Voluntary Contribution Account)

- Voluntary savings contributions
- Eligible for tax benefits
- Annual Fee: 0.60%-0.95% of AUM (Habitat = 0.95%)

1: Gross salary base: monthly gross salary (in 2013 capped at UF 70.3 or USD 3,420) subject to compulsory deductions.
Fx (CLP/USD): 471.54. UF (CLP): 22,940.02.

2: UF 600 = USD 29,189; UF 900 = USD 43,784. Fx (CLP/USD): 471.54. UF (CLP): 22,940.02.

1. AFP Industry Overview
2. AFP Habitat Overview
3. 2012 Financial Statements
4. AFPs Operating Cost Structure
5. Operation in Peru
6. Contact with our Customers
7. AFP Habitat Funds Breakdown

Company Overview

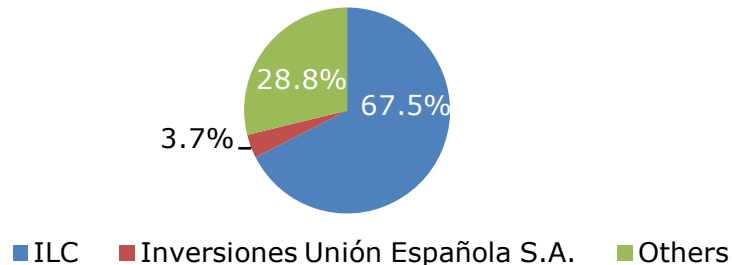


Snapshot

- AFP Habitat was founded in 1981, by the Chilean Construction Chamber (*Cámara Chilena de la Construcción*, or CChC)
- CChC controls AFP Habitat through Inversiones La Construcción (ILC)
- It is the 2nd largest AFP, in terms of affiliates, contributors, and AUM¹
- It is the largest AFP in voluntary products AUM (APV and CAV)¹

Ownership⁴

- AFP Habitat had 377 registered shareholders as of August-2013



Key Figures

- Market Capitalization: USD 1.5 bn²
- Employees: 1,243¹
- 27 branches, 14 service centers and 22 mobile branches nationwide¹
- AUM: USD 41.3 bn⁴

Board Members³

- | | |
|---------------------------|----------------|
| ▪ José Antonio Guzmán M. | President |
| ▪ Luis Nario M. | Vice-President |
| ▪ Jaime Danús L. | Director |
| ▪ José Miguel García E. | Director |
| ▪ Fernando Zavala C. | Director |
| ▪ Klaus Schmidt-Hebbel D. | Director |
| ▪ Luis Rodríguez V. | Director |

Source: SP and BCS.

1: Information as of July-2013.

2: Information as of August 12, 2013. Fx (CLP/USD): 506.78.

3: Elected on April 25, 2013.

4: Information as of July-2013.

1. AFP Industry Overview
2. AFP Habitat Overview
3. 2012 Financial Statements
4. AFPs Operating Cost Structure
5. Operation in Peru
6. Contact with our Customers
7. AFP Habitat Funds Breakdown

2012 Income Statement

CLP MM	Dec-2012	Dec-2011	Var %
Revenues	121,301	114,486	6.0%
Gain (Loss) on Reserve Requirements	13,060	-1,846	-
Gain (Loss) on Disability Insurance Premium	-141	-817	-82.7%
Remuneration and Employee Related Expenses	-22,626	-20,530	10.2%
Depreciation and Amortization	-1,907	-1,896	0.6%
IT Development Costs	0	-517	-
Other Operating Expenses	-20,804	-17,662	17.8%
Financial Costs	-15	-13	15.4%
Income (Loss) from Investments	2,837	2,245	26.4%
Share of the profit (loss) from equity accounted associates	3,387	2,259	49.9%
Exchange Differences	16	32	-49.8%
Result on indexed unit adjustments	97	188	-48.6%
Other Non-Operating Income	488	262	86.2%
Other Non-Operating Expenses	-329	-255	29.0%
Profit (Loss) before Tax	95,363	75,936	25.6%
Income Tax Expenses	-20,787	-14,282	45.5%
Net Profit (Loss)	74,576	61,654	21.0%
EBITDA ¹	97,270	77,832	25.0%
EBITDAR ²	84,209	79,678	5.7%

1: EBITDA: Net Profit (Loss) before Depreciation and Amortization, Financial Costs and Income Tax Expenses.

2: EBITDAR: EBITDA before Gain (Loss) on Reserve Requirements.

Source: AFP Habitat and its subsidiary Habitat Andina Consolidated Financial Statements under IFRS.

Dec-2012 Balance Sheet

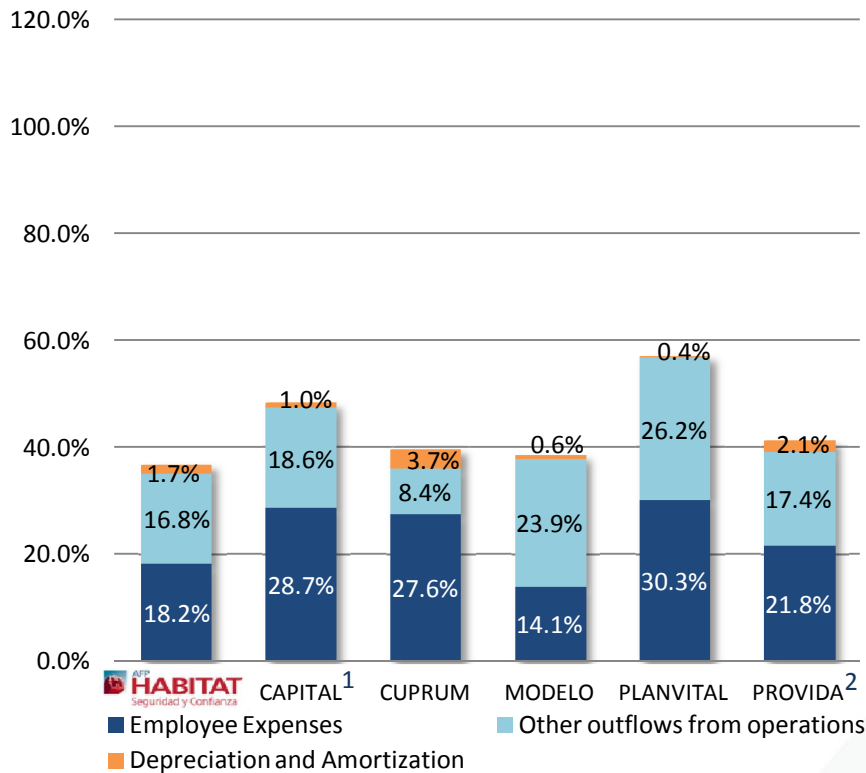
CLP MM	Dec-2012	Dec-2011	Var %
Current Assets	59,840	49,882	20.0%
Non Current Assets	219,180	198,728	10.3%
Reserve Requirements	197,779	176,376	12.1%
Other Non Current Assets	21,401	22,353	-4.3%
TOTAL ASSETS	279,020	248,610	12.2%

CLP MM	Dec-2012	Dec-2011	Var %
Current Liabilities	26,193	22,292	17.5%
Non Current Liabilities	22,542	16,722	34.8%
Accrued Taxes from Reserve Requirements	21,870	16,063	36.2%
Other Non Current Liabilities	672	659	2.0%
Shareholders' Equity	230,284	209,596	9.9%
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	279,020	248,610	12.2%

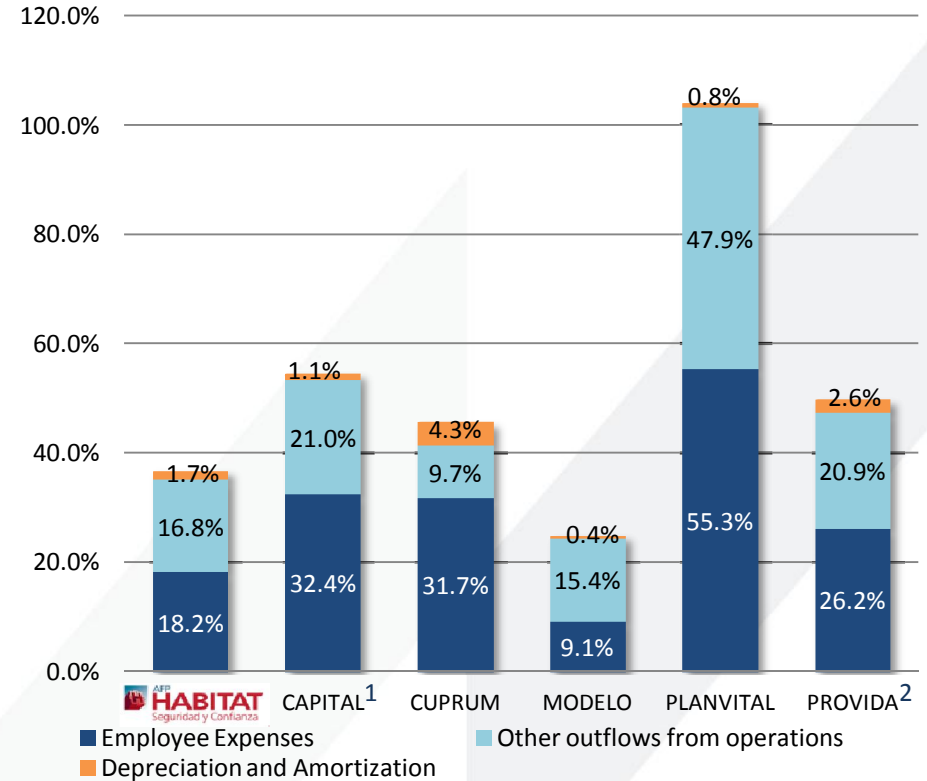
1. AFP Industry Overview
2. AFP Habitat Overview
3. 2012 Financial Statements
4. AFPs Operating Cost Structure
5. Operation in Peru
6. Contact with our Customers
7. AFP Habitat Funds Breakdown

Operating Costs Structure

Current Commissions



All Commissions = 1.27%



In Q1 2013 AFP Habitat has continued to be the most efficient AFP, and one of the most efficient when adjusting for commissions (Habitat has the 2nd lowest CCICO fee in the industry)

Source: SP, Individual Financial Statements as of Mar-2013. Fx (CLP/USD): 472.54.

1: Capital: excludes amortization of intangible assets with a defined useful life (acquisition of 100% shares of AFP Bansander).

2: Provida: excludes amortization of intangible assets acquired through the merger of its operations.

1. AFP Industry Overview
2. AFP Habitat Overview
3. 2012 Financial Statements
4. AFPs Operating Cost Structure
5. Operation in Peru
6. Contact with our Customers
7. AFP Habitat Funds Breakdown

Operation in Peru

- On December 20, 2012, AFP Habitat was awarded the first new affiliates auction in Peru
- AFP Habitat to receive all new entrants for a 2-year period
 - Total of 700.000 new affiliates expected
- Commercial launch took place on June 1st, 2013
- Total investment of approximately USD 20 MM during the first 4 years
- Current commissions:

Peruvian AFP´s	Commission on Flows	Mixed Commissions	
		Commission on Flows (Monthly)	Commission on AUM ¹ (Annually)
Habitat	1.47%	0.47%	1.25%
Integra	1.74%	1.55%	1.20%
Prima	1.60%	1.51%	1.25%
Profuturo	1.84%	1.49%	1.20%

Source: AFP Habitat and Superintendencia de Banca, Seguros y Administradoras Privadas de Fondos de Pensiones ("SBS").

1: Fee applied over AUM incorporated into the system starting on February 1, 2013.

Operation in Peru (Cont'd)

Economic Overview

- 2012 GDP: USD 200.3 bn¹
- 2012 GDP Growth: 6.3%¹
- 2012 Inflation: 2.65%¹
- Country risk premium: 135 bps³

Demographics

- Population: 30.1 MM¹
- Workforce: 10.7 MM²
- Unemployment: 6.8%* (Lima)

Pension Fund Industry Overview

AFP	Affiliates (MM) ⁴	%	Contributors (MM) ⁵	%	Contributors ⁵ / Affiliates ⁵	AUM (USD bn) ⁴	%
Horizonte ⁶	1.4	26.3%	0.6	24.6%	42.8%	8.2	23.7%
Integra	1.4	25.0%	0.7	28.1%	50.1%	10.3	29.9%
Prima	1.5	27.3%	0.7	29.0%	48.7%	10.7	31.1%
Profuturo	1.2	21.3%	0.4	18.3%	38.5%	5.2	15.1%
Total	5.4	100%	2.4	100%	45.3%	34.4	100%

1: Source: Banco Central de Reserva del Peru.

2: Source: Instituto Nacional de Estadísticas e Informática del Perú.

3: Source: Bloomberg CDS average as of 5-August-2013.

4: Source: SBS, as of June-2013. Fx (PEN/USD): 2.78.

5: Source: SBS, as of April-2013.

6: Horizonte was acquired by Integra and Profuturo on a 50/50 deal.

1. AFP Industry Overview
2. AFP Habitat Overview
3. 2012 Financial Statements
4. AFPs Operating Cost Structure
5. Operation in Peru
6. Contact with our Customers
7. AFP Habitat Funds Breakdown

Contact with our Customers

Branch Offices



We serviced over 880 thousand customer visits in our branches until July 2013

Nationwide coverage currently includes 27 branches, 14 service centers and 22 mobile branches

Internet & Mailings



Up until June 2013, our website visits totaled 2.9 MM and over 6.0 MM transactions were executed virtually

Call Center



Between Jan-Jul 2013, we received over 429,000 calls in our "Contact Center". 46.1% of these calls were directly taken by a service assistant

Contact with our Customers (Cont'd)

Website Chat



This new online chat assistance service allowed over 28 thousand contacts from Jan-Jun 2013

Habi-Express (Self-Service)



In H1 2013 over 1.0 MM transactions were serviced through the self-service Habi-Express machines

~64 self-service machines located in branch offices throughout the country

Smart Phones



Up to June 2013, 219,911 transactions were executed via smartphones, 2.5x the activity observed during the same period in 2012

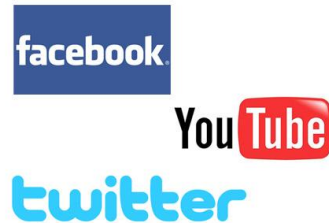
Contact with our Customers (Cont'd)

Account Statements



In February 2013, over 2.0 MM account statements were sent to our affiliates
37% of these were emailed

Social Networks



As of June 30th, 2013 we had over 1,020 followers on Facebook and Twitter
First AFP to use social networks

Advisory Services

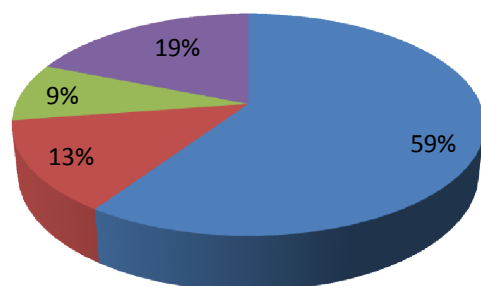


As of April, 2013 Habitat has 81 account executives dedicated to providing personal advisory services to current and potential clients
Intensive promotion of voluntary savings products

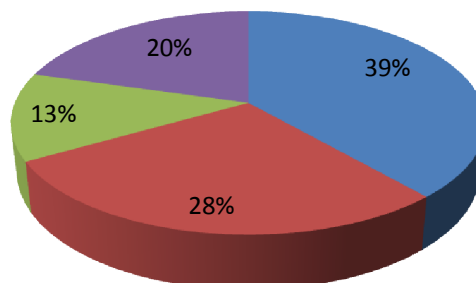
1. AFP Industry Overview
2. AFP Habitat Overview
3. 2012 Financial Statements
4. AFPs Operating Cost Structure
5. Operation in Peru
6. Contact with our Customers
7. AFP Habitat Funds Breakdown

AFP Habitat Funds Breakdown

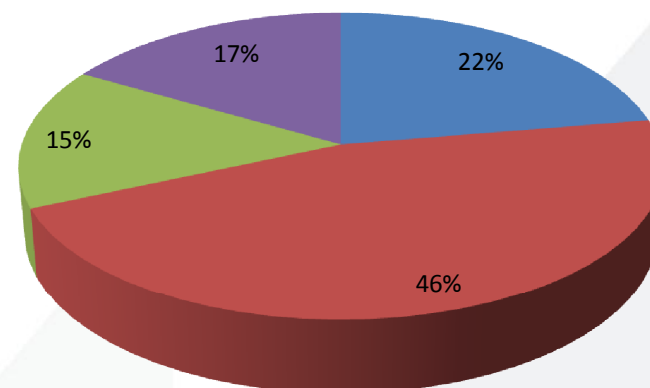
Fund A: USD 7.3 bn



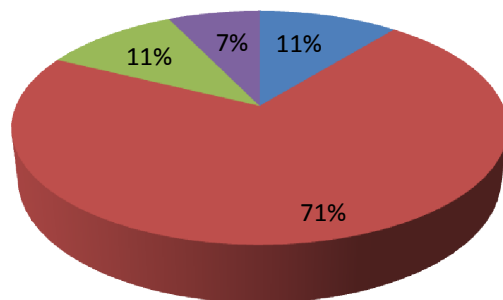
Fund B: USD 7.8 bn



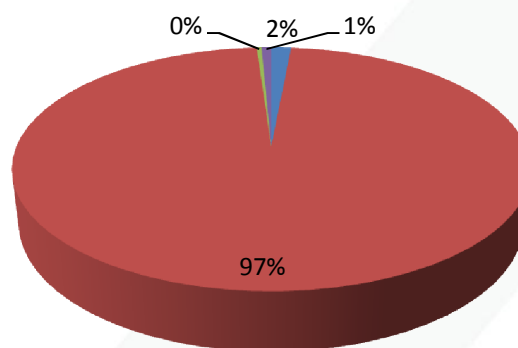
Fund C: USD 15.6 bn



Fund D: USD 5.6 bn



Fund E: USD 5.0 bn



Total:
USD 41.3 bn

■ Int'l Stocks ■ Local FI ■ Int'l FI ■ Local Stocks

Company Presentation Q2 2013 Results

September 4th, 2013

