

Financial Results AFP Habitat S.A.

Period January-March
2014

Contact information:
Megan Callahan
Investor Relations
Telephone: +56 (2) 2378 2194
[E-mail: mcallaha@afphabitat.cl](mailto:mcallaha@afphabitat.cl)
www.afphabitat.cl

MAIN FINANCIAL RESULTS FOR THE PERIOD

- AFP Habitat closed the first quarter of 2014 with a **net profit** of CLP\$ 25,870 MM¹, showing an increase of 15.4% (CLP\$ 3.447 MM) to that obtained in the same period 2013.
- **Pretax profits related to the AFP² business** reached CLP\$ 23,616, MM higher by 14.2% (CLP\$ 2,943 MM) to those registered in the same period 2013.
- **Pretax activities related to activities other than the AFP business³** showed earnings of CLP\$ 7,907 MM. Compared with the results of 2013; these were higher by 4.5% (CLP\$ 337 MM).

¹ Consolidated net results under the IFRS method.

² Pretax results, related to the Company's ordinary operations include: operating revenues, employee expenses, depreciation and amortization, other operating expenses, financial costs, investment earnings, foreign exchange differences and result on indexed unit adjustment.

³ Pretax profit, other businesses: includes premiums from disability and life insurance, share in earnings from related parties and profits, other profits different to those of the Operation, other expenses different to those of the Operation and Results on the reserve account..

MAIN FINANCIAL FIGURES (January – March)⁴

(CLP\$ MM)	2014	2013	Var.	Var. %
Revenues (from Ordinary Operations)	34,191	31,174	3,017	9.7%
Total Operating Expenses	(11,465)	(11,368)	(96)	0.8%
Other Revenues and Expenses	889	867	22	2.5%
Gains / Losses (Pretax) from Ordinary Operations	23,616	20,673	2,943	14.2%
Life and Disability Insurance Expenses	41	221	(180)	-82.2%
Profits from Related Entities	537	455	83	18.1%
Other Income and Expenses	230	2,499	(2,269)	-90.8%
Pretax Results, Habitat Andina	(996)	(250)	(746)	299.1%
Gains / Losses on Reserve Requirements	8,095	4,645	3,450	74.3%
Gains / Pretax, Other Activities	7,907	7,570	337	4.5%
Income Tax	(5,646)	(5,820)	173	-3.0%
Net Income	25,877	22,423	3,454	15.4%
EBITDA⁵	32,173	28,774	3,399	11.8%
EBITDAR⁶	24,078	24,129	(51)	-0.2%

⁴ Calculated with Individual Income Statements under the IFRS method

⁵ EBITDA: Earnings before interest, taxes, depreciation, amortization and financial costs; calculated with consolidated Income Statement figures.

⁶ EBITDAR: Corresponds to EBITDA, net of gains or losses on the reserve requirement.

KEY HIGHLIGHTS OF THE PERIOD

Launch of Peruvian Operations

On June 1st, 2013 AFP Habitat S.A. initiated its Peruvian operations, starting the period of incorporation of all first time employees into the labor market that opt towards the Private Pension System (SPP) that was awarded to our Administrator in accordance with the bidding process carried out toward the end of last year.

In our tenth month of operations, up until March 31st, 2014 we obtained 177,611 affiliations, and a market share of 3.2%.

Initially, it was stipulated that as of August, 2013 all independent workers younger than 40 years of age and with monthly wages starting at 750 PEN, would have to make retirement contributions, with the option of selecting between the Public and Private Systems. All entrants into the Private system would be affiliated with Habitat. In September, 2013 the Peruvian Congress suspended the mandatory requirement of Independent workers to make contributions postponing their entry until August, 2014.

The commissions offered by AFP Habitat to subscribed affiliates are: 0.47% on monthly salary contributions (commission on flows) and 1.25% annually on accumulated AUM balances (commission on the accumulated stock). The commission on the flow will be extinguished gradually over a ten-year period, while the commission on the accumulated stock will remain in place. Additionally, in the case of existing affiliates they have the option of staying under a commission on flows scheme (applies to workers that choose to and must have been incorporated to the SPP prior to June 1st, 2013) and in AFP Habitat's case that commission is 1.47%.

The entry of AFP Habitat into the Peruvian marketplace is the beginning of the internationalization process that the Company has established as a strategic goal for the years to come.

Pension Funds' Returns

According to the last report published on their web page by the Pensions Superintendence, "Value and Profitability of Pension Funds," up to March 2014, the average annual return for the last 36 months (Apr 2011 – March 2014) shows that AFP Habitat's funds obtained the following rankings: 1st place for Fund E; 2nd place for Funds C and D; and 4th place for Funds A and B. .

Average annual returns for the last 36 months (Apr 2011 - Mar 2014); figures based in percentages based on UF values:

AFP	Fund A Most Risky	Fund B Risky	Fund C Intermediate	Fund D Conservative	Fund E Most Conservative
Capital	0.20	0.51	1.90	2.91	4.17
Cuprum	0.76	1.06	2.39	3.29	4.25
Habitat	0.72	1.01	2.54	3.71	4.66
Modelo	0.96	1.20	2.57	3.74	4.26
Planvital	1.03	1.22	2.35	3.34	4.04
Provida	0.20	0.55	2.02	3.28	4.29

Real profitability of a pension fund in a given month is the percentage of variation of the share value on the last day of that month, with respect to the share value of the last day of the month of the previous month, results based on UF values for that period. The real profitability for periods longer to a year are presented annualized, considering the number of days in the period calculated..

With respect to the return of the last 12 months (Apr 2013- Mar 2014), AFP Habitat obtained 3rd place for Funds D and E; and 4th place for Funds A and C; and 5th place in Fund B.

Returns last 12 months (Apr 2013 – Mar 2014); based on %, figures stated in percentages based on UF values:

AFP	Fund A Most Risky	Fund B Risky	Fund C Intermediate	Fund D Conservative	Fund E Most Conservative
Capital	5.09	3.65	4.76	5.91	5.99
Cuprum	5.84	4.27	5.76	6.67	6.39
Habitat	5.69	4.13	5.22	6.41	6.19
Modelo	6.10	4.27	4.92	6.27	5.26
Planvital	6.40	4.65	5.29	6.36	6.15
Provida	5.51	4.16	5.53	6.65	6.49

Real profitability of a pension fund in a given month is the percentage of variation of the share value on the last day of that month, with respect to the share value of the last day of the month of the previous month, results based on UF values for that period. The real profitability for periods longer than a year are presented annualized, considering the number of days in the period calculated.

During the first quarter of the year, the global economy advanced with force despite of multiple difficulties; some of which were expected and others that weren't. In December of last year, the Federal Reserve finally started to take their foot off of the accelerator, after six months of strong speculation in regards to the timing and more particularly on the effect that this would have on the emerging markets in more need of external financing. At the same time the Chinese economy seems to continue on their path of slight deceleration which was an inevitable consequence of the authority's efforts to control credit growth as well as its allocation mechanisms. The unexpected harsh winter that stroked the United States, reaching all-time low temperatures of -38 degrees in some cities, had a highly visible effect on the majority of macroeconomic indicators. Finally the trimester stood out because of the elevated geopolitical risk that stemmed from tensions amongst the occidental world and Russia around a political crisis in the Ukraine reminiscent to that experienced during the Cold War. Due to the strong commercial ties between Europe and Russia and more particularly energy; the economic damages that could arise from greater tension could completely destroy the foreseeable recovery of the Old Continent.

Unlike what had been occurring in previous years, the Chilean economy currently hasn't been immune to the international environment and has continued its deceleration that began in the second semester of last year. During this quarter the

Central Bank continued to lower the interest rate in an effort to provide stability to the economic cycle, even though there has been a significant increase in inflation primarily due to the depreciation of the local currency.

Although the economic news hasn't been good, the stock markets finished the quarter without huge variations, but definitely with greater volatility than the previous year. Another important difference was the lesser superiority of developed markets, although Occidental Europe and the United States obtained positive returns measured in dollars; Japan and the United Kingdom found themselves on the other end of the spectrum obtaining a worse performance than those of emerging markets.

Latin America and Asia reaped of good entrance on flows, as well as capitals that gamble on the fact that prices are already sufficiently low enough as to reflect all bad news, which elevates their appeal since they are sub-appreciated. At the same time the developed markets lost some of their attractiveness after a good year in 2013, and there is a lot of nervousness regarding the valuations reached, particularly in the case of the United States. The market in general has been very complacent with the negative economic news, confident that the story of recuperation maintains itself sturdy and that they will be able to shake off the minor mishaps that have emerged since the beginning of the year.

Awards

Best Businessman, Executive and Entrepreneur of the year 2013

For the seventh consecutive year the voting process was carried out to select the businessmen that stood out in their performance in the previous year 2013. The jury was made up of 300 top notch Businessmen, Authorities and Entrepreneurs selected by the newspaper "El Mercurio and EY (ex Ernst and Young)."

The prize to best Businessman 2013 was awarded to José Miguel Garcia, the award of Best Executive 2013 was awarded to our General Manager, Cristián Rodríguez Allendes and the Entrepreneur of the year 2013 Jorge Nazer.

The 3 Award Winners were celebrated in a Gala Event that took place on March 30th, 2014 in the company of their families, closest collaborators and executives.



Service Quality and Affiliate Attention

During the year 2014 we continue with our objective of reinforcing our service offering through service quality, continuous process improvements and inquiries and complaints to increase our focus on the client.

We aspire to surpass our client's expectations, connecting with them emotionally, while focusing on details, education, creation of incentives towards saving as well as our social role.

Process Reengineering (LEAN)

During 2014, in line with our service strategy, we transformed our face to face processes towards clients, strengthening our mission of delivering a retirement service of excellence. We continue to use our Operational Transformation program based on the LEAN methodology with the objective of improving the efficiency of our processes as well as our response times to our affiliates.

The LEAN methodology allowed us to achieve a competitive advantage by eliminating waste, reducing dispersion and rigidity in the Company's value chain from start to finish. Developing a culture oriented towards continuous improvement, allowing us to surpass our client's expectations.

We established a long term program in which we prioritized the processes by the impact that these have over the clients. The results obtained amply surpassed our goals focusing on our corporate values of teamwork, service orientation and excellence.

Remote Client Services:

The number of calls received through the contact center, during the January-March period of year 2014, reached 161,871 of which 49% were handled directly by an executive.

The chat service reached 13,857 transactions until the end of March 2014, reaching a 98.5% satisfaction level.

Network Branches and Attention Centers

In our constant search to help our clients as well as to provide support to all Chileans we created the Habitat Móvil (van), a mobile branch program that reaches the most remote communities of our country, delivering quality service, while solving all of their retirement inquiries that previously, due to the remoteness of certain areas, were often difficult to solve.

In March 2014, we have 22 Habitat Móviles reaching 177 municipalities and 191 localities throughout Chile. That means we cover approximately one out of every two municipalities in the country.

Retirement Education

The Pension Fund Administrator has the continuous role of disseminating information about the retirement system and social security matters.

For the fourth consecutive year we are competing for Fund Projects aimed at Retirement Education (FEP) of the Undersecretary of Social Security. Results haven't been published yet.

COMPARATIVE ANALYSIS OF CONSOLIDATED RESULTS

Analysis of Results for the Period January -March 2014

Operating Revenues / -Chile-

Operating revenues related to the AFP business⁷, which includes commission and other income (service fees and income from collections), increased CLP\$ 2,826 MM as compared to the same period in 2013. The increase is due almost entirely too increased commission income of CLP\$ 3,026 MM (9.8%).

Operating Revenues (from Ordinary Operations (CLP\$ MM))	2014	2013	Var.	Var. %
Total Commision Revenues	33,947	30,921	3,026	9.8%
Commissions from Compulsory Contributions ⁸	31,726	29,119	2,606	9.0%
Commissions from Pensions ⁹	437	395	42	10.7%
CAV Commissions	561	548	13	2.4%
APV Commissions	993	853	141	16.5%
Other Commissions ¹⁰	230	6	224	3859.9%
Other Revenues	0	0		
(Services provided and Collection Revenues)	305	505	(201)	-39.7%
Total Operating Revenues	34,252	31,426	2,826	9.0%

The increase in commission income is due largely to the increase in average salaries of our contributors, reflecting the favorable performance of the labor market, which directly affects the commission income on compulsory contributions.

⁷ Includes commission revenues, revenues for services provided and collection revenues.

⁸ Includes commission for mandatory contributions and commission for clarification and past due accounts.

⁹ Pensions= Programmed Withdrawals plus Temporary Payments.

¹⁰ Includes commission for accreditation bids for voluntary affiliates and other commissions..

Employee Expenses

Employee expenses in the period January-March 2014 reached CLP\$ 6.463 MM, an increase of CLP\$ 790 MM (13.9%) over the same period in 2013.

This increase is due principally to an increase in the number of employees compared to the same period of last year.

Employee Expenses (CLP\$ MM)	2014	2013	Var.	Var. %
Wages and Salaries - Administrators	3,801	3,034	767	25.3%
Wages and Salaries - Sales Staff	1,346	1,307	39	3.0%
Short Term Employee Benefits	667	831	(164)	-19.7%
Other Employee Expenses	649	501	148	29.5%
Total Employee Expenses	6,463	5,673	790	13.9%

Other Operating Expenses

The total of **other operating expenses** reached CLP\$ 5,729 MM, which represents a 5.4% (CLP\$ 295 MM) increase over the same period in 2013.

Other Various Operating Expenses (CLP\$ MM)	2014	2013	Var.	Var. %
Promotional Expenses	471	564	(93)	-16.5%
Computing Expenses	587	426	161	37.8%
Administrative Expenses	4,327	4,181	146	3.5%
Other Operating Expenses	344	263	81	30.8%
Total Other Operating Expenses	5,729	5,434	295	5.4%

Although the other operating expenses didn't fluctuate as a whole significantly, Computing Expenses were greater due to Peruvian expenses and Promotional expenses were lower due to lesser activity during the period.

Depreciation and Amortization

Depreciation and amortization expenses were CLP\$ 641 MM, an increase of CLP\$ 118 MM (22.5%) over the same period in 2013.

Other Income and Expenses

Other income and expenses include gains on investments, financial expenses, foreign exchange differences, readjustments and other non-operating income and expenses. During the January-March 2014 period, the Company registered positive net income in this item of CLP\$ 889 MM as compared to CLP\$ 867 MM in the same period in the prior year.

Disability and Life Insurance Results

It should be noted that the results obtained in this category reflect the impact of the joint bid of the Disability and Life Insurance (SIS) on behalf of the AFP's, a system which started to operate in mid-2009, which implied a termination of the individual responsibility of the AFP's to provide insurance benefits and thus eliminate risks associated with these claims.

As a result of the above, the expenses related to the SIS correspond to premiums received for past due contributions, to adjustments for claims related to contracts signed prior to July 2009 and that the AFP still maintain in force, and the share in financial income corresponding to these contracts. The expenses related to the SIS will tend to disappear in the near future, once these contracts expire.

Expenses SIS (CLP\$ MM)¹¹	2014	2013	Var.	Var. %
Financial Income from Contracts	2	10	(8)	-79.2%
Positive Re-liquidation for SIS Contracts	58	242	(184)	-75.8%
Insurance Premiums Paid SIS	(20)	(31)	12	-36.9%
Net Profit SIS	41	221	(180)	-81.5%

The **net profit from SIS** for the period January-March 2014 decreased to CLP\$ 41 MM, down CLP\$ 180 MM (81.5%) from the same period in 2013.

¹¹ The financial income from SIS contracts and the positive re-liquidations from SIS contracts are accounted as revenues from ordinary operations in the Income Statement. On the other hand, the premiums paid and the negative re-liquidations are accounted for as expenses related to the SIS expenses

Profits from Investment in Affiliates

As of March 31st, 2014, AFP Habitat had holdings in the following companies: Invesco Internacional S.A. (18.44%); Servicios de Administración Previsional S.A. (Previred) (23.14%); and Inversiones DCV S.A. (16.41%).

The **earnings reported by affiliates** amounted to CLP\$ 537 MM, an increase of 18.1% (CLP\$ 83MM) with respect to results obtained in the same period 2013.

Profitability of the Reserve Requirement

With the objective of guaranteeing a minimum return on pension funds as defined by article 37 of Decree Law 3,500, the AFP's are required to maintain an asset referred to as a reserve requirement account equal to 1% of each type of pension fund it manages.

The **profitability of the reserve account** during the period reached CLP\$ 8,095 MM, a figure 74.3% higher (CLP\$ 3,450 MM) than that of the same period 2013; due to better profitability of the funds.

Income Tax Expense

Income taxes during the period January-March 2014 reached CLP\$ 5,646 MM down CLP\$ 5,820 MM (3.0%) compared to the same period last year.

Net Profit

Net profit for the period January-March 2014 reached CLP\$ 25,877MM, up by 15.4% compared to the same period of the previous year, when a profit was registered.

ANALYSIS OF CONSOLIDATED FINANCIAL STATEMENTS

Assets

Total assets of the Company as of March 31st, 2014 reached CLP\$ 325,254 MM which represents an increase of CLP\$ 16,848 MM from total assets as of December 31, 2013. This is due to greater current assets of CLP\$ 74,249 MM and higher noncurrent assets of CLP\$ 251,005 MM.

□ *Current Assets*

Current assets rose 11.5% in comparison to March 2013, with principal variations in the following accounts:

- Cash and cash equivalents
- This item includes cash, current account balances, time deposits, and other liquid investments with maturities of 3 months or less or which have been acquired with the intention of being redeemed in the very short term. This account registered an increase of CLP\$ 7,707 MM due to positive results.

□ *Non-Current Assets*

Non-current assets increased CLP\$ 9,216 MM (3.8%) relative to year end balances. The increase is principally attributable to the increase in reserve requirement account balances of CLP\$ 9,007 MM.

(CLP\$ MM)	2014	2013	Var.	Var. %
Cash and Cash Equivalents	70,320	62,613	7,707	12.3%
Financial Assets at Fair Value	-	517	(517)	-100.0%
Other Current Assets	70,320	62,096	8,224	13.2%
Total Current Assets	74,249	66,617	7,632	11.5%
Reserve Requirement	229,874	220,867	9,007	4.1%
Other Non-Current Assets	21,131	20,923	209	1.0%
Total Assets	325,254	308,407	16,848	5.5%

Liabilities and Equity Accounts

Total liabilities of the Company reached CLP\$ 42,779 MM representing a decrease of 17.9% (CLP\$ 9,300 MM) from December 2013, while net shareholder equity reached CLP\$ 282,475 MM reflecting an increase of CLP\$ 26,148 MM.

☐ *Current Liabilities*

A decrease of 38.6% (CLP\$ 10,710 MM) was registered in **current liabilities** with respect to the balances at year end December, 2013.

☐ *Non-Current Liabilities*

An increase of 5.8% (CLP\$ 1,410) was registered in **non-current liabilities** relative to the prior year end.

☐ *Shareholders' Equity*

Shareholders equity shows an increase of 10.2% (CLP\$ 26,148 MM) with respect to prior year end due to an increase in retained earnings.

(CLP\$ MM)	2014	2013	Var.	Var. %
Current Liabilities	17,013	27,722	(10,710)	-38.6%
Non-Current Liabilities	25,767	24,357	1,410	5.8%
Deferred Taxes	25,046	23,672	1,374	5.8%
Other Non-Current Liabilities	721	685	36	5.2%
Shareholders' Equity	282,475	256,328	26,148	10.2%
Total Liabilities and Shareholders' Equity	325,254	308,407	16,848	5.5%

CONSOLIDATED INCOME STATEMENT

(CLP\$ MM)	2014	2013	Var.	Var. %
Revenues from Ordinary Operations	34,623	31,426	3,197	10.2%
Remuneration and Employee Related Expenses	(6,462)	(5,673)	(789)	13.9%
Other Various Operating Expenses	(5,715)	(5,434)	(281)	5.2%
Gains (Loss) on Reserve Requirements	8,095	4,645	3,450	74.3%
Depreciation and Amortization	(641)	(523)	(118)	22.5%
Life and Disability Insurance Premiums	(20)	(31)	12	-36.9%
Financial Expenses	(16)	(9)	(7)	80.1%
Gains / Loss on Investments	605	715	(110)	-15.4%
Share of the Profit (Loss) from Equity Associates	537	455	83	18.1%
Exchange Differences	43	(8)	51	-674.2%
Results on Indexed Unit Adjustments	252	48	204	426.4%
Other Non-Operating Revenues	225	2,701	(2,476)	-91.7%
Other Non-Operating Expenses	(10)	(69)	59	-85.2%
Profit (Loss) before Tax	31,516	28,243	3,274	11.6%
Income Tax Expenses	(5,646)	(5,820)	173	-3.0%
Net Profit (Loss)	25,870	22,423	3,447	15.4%

APPENDIX

AFP Habitat Background

AFP Habitat participates in the Social Security industry managing individual obligatory pension accounts as well as voluntary savings accounts (APV) and savings accounts (CAV). It also offers programmed retirement fund withdrawals.

Compulsory Pension Savings

The compulsory pension savings for individual affiliates represent monthly contribution payments equivalent to 10% of a person's gross income. The monthly cap for the year 2014 is UF 72.3, whereas in 2013 the upper limit was UF 70.3.

The AFP's receive a percentage commission fee over the aforementioned monthly taxable salary base, which ranges in the industry from 0.77% to 2.36%. Habitat's current commission amounts to 1.27%. Since June 2012, it is the second lowest in the industry.

As of February 2014, the AFP industry had a total of 9,585,289 affiliates and 5,305,655 total contributors.¹² AFP Habitat had a market share at that time of 22.0% and 22.5% respectively, which positioned it as the second largest of the six AFP's in the market.

The average contributor/affiliate ratio of AFP Habitat as of February 2014 was 58.6% (measurement shown as the monthly average for the last 12 months) showing an increase over the amount registered in same period for 2012/2013 (57.9%). The aforementioned reflects the positive evolution of the labor market. This ratio for the total social security industry reaches the figure of 56.1% as of February 2014 (measured as the monthly average of the last 12 months).

The average monthly salary base of AFP Habitat's¹³ contributors for the period January-February 2014 reached UF 26.65 showing an increase of 4.2% with respect to the period January-February 2013.

Total assets managed by the AFP industry reached USD\$ 161,294.87 MM as of March 2014, increasing 4.2% relative to March 2013. AFP Habitat has a market share of 26.1%, superior to that registered in March 2013 (26.0%).

¹² Total Contributors: includes affiliates that made a payment for compensation accrued in the month prior to its payment and affiliates that register a payment for a compensation period that differs from the last period.

¹³ Taxable Income: Total taxable contributions refer to footnote #7 / # of total contributors.

Starting in August 2010, the competitive conditions in the AFP market changed with the introduction of the first bidding process for affiliates that introduced a new AFP into the system. This fact translates itself in that the relative participation of affiliates in the compulsory savings market shows a slight retrenchment, given that the effects of the bid prevents other Administrators from capturing workers entering the labor force for the first time. During the first semester of 2012, the second bidding process occurred, and for the second time AFP Modelo was awarded the auction with a commission of 0.77% starting in August 2012. Additionally, the affiliates that incorporated themselves into this AFP and who started to complete 24 months with them can elect to change AFP's. In February 2014, the third bidding process was carried out and on this opportunity AFP Planvital was awarded the auction with a commission of 0.47% starting in August 2014.

	AFP Habitat Feb-2014	MS%	AFP Habitat Jan-Feb 2014	MS%
Nº of Affiliates	2,106,530	22.0%	2,108,803	22.0%
Nº of Contributors	1,194,462	22.5%		22.7%
Average Monthly Salary Contributions (UF)	28.08			
Pension Fund Assets (USD MM\$)	41,030	26.1%	41,008	

Fuente: SP – Centro de estadísticas página web.

Voluntary Affiliates

As of February 2014, the AFP system had a total of 150,509 voluntary affiliates of which 17.9% were affiliated to AFP Habitat.

The Pension Reform permitted that, from October 2008, people who were not engaged in incoming producing activities could incorporate themselves as voluntary affiliates of the AFP's and in that way opt to finance a pension.

Voluntary Retirement Savings (APV)

The APV consists of voluntary contributions, special "agreed deposits" and collective voluntary retirement savings; these savings are made on a voluntary basis in order to increase future pension benefits over the amounts saved on an obligatory basis, also benefitting from tax incentives.

Voluntary retirement savings have increased significantly since 2002, the year in which a regulatory change permitted sectors other than the AFP's to manage this type of savings while introducing enhanced tax incentives. This reform signified that in

addition to the 6 AFP's, other entities entered this market including banks, insurance companies, housing funds and stock brokerage firms.

From January 2011, a limit of UF 900 per annum was placed on the amount of special "agreed" deposits which could be made tax free, whereas no limit had existed prior to December 2010.

The AFP's are authorized to collect an annual commission on APV balances that they manage, which currently range between 0.50% and 0.70%. In AFP Habitat this commission is equivalent to 0.55%.

	AFP Habitat Feb-2014	MS%
Number of Voluntary Savings Accounts (APV)	174,557	19.1%
APV Managed Balances (CLP\$ MM)	837,691	35.6%

Fuente: SP – Centro de estadísticas página web.

With respect to APV accounts managed by the 6 AFP's, as of February 2014 Habitat had 19.1% of the number of managed accounts and 35.6% of the amounts managed (CLP\$ 837,691 MM) which positioned it as the AFP with the highest average balance per account (\$CLP 4,7 MM).

Of note is that AFP Habitat has increased the balance of voluntary retirement savings managed by 19.5% during the last 12 months, a figure much higher than the 11.2% increase registered by the AFP's as a whole (both increments measured in CLP).

Voluntary Savings Accounts (CAV)

While the CAV can increase future pensions, this product provides a short and medium term savings vehicle, and additionally is freely available and does not have the characteristic of being a retirement fund contribution. This product is offered exclusively by the AFP's, however, it does compete with other savings products such as bank savings accounts and mutual funds.

The Pension Reform of 2008 permitted AFP's to charge a commission on CAV balances managed which currently ranges between 0.60% and 0.95% p.a. AFP Habitat charges 0.95% p.a.

	AFP Habitat Feb-2014	MS%
Number of Voluntary Savings Accounts (CAV)	378,062	21.3%
CAV Managed Balances (CLP\$ MM)	293,832	35.8%

Fuente: SP – Centro de estadísticas página web.

The total amount of CAV funds managed by the AFP's increased by 7.5% from February 2013 to February 2014 reaching a total of funds managed of CLP\$ 819,648 MM. In the case of AFP Habitat for the same period balances increased by 9.2% (in CLP) permitting the Company to maintain itself as the largest manager of these type of funds among the AFP's with balances of (CLP\$ 293,832 MM). market share in this product increased to 35.8% up from the 35.5% market share as of March 2013.

Pensions under the Programmed Withdrawal Mode

In granting pensions, the AFP's and life insurance companies compete, with the former offering pensions in the form of programmed withdrawals or temporary income with deferred annuities and the latter offering annuities.

Since July 2012, AFP Habitat decreased the commission for programmed withdrawals from 1.25% to 0.95%.

According to information obtained from the web page of the Superintendence of Pensions, in March 2014, the total of pensions paid by the AFP's in the form of programmed withdrawals and temporary income reached 546,997 pensions with an average amount of 5.9 UF.

In the month of March 2014, AFP Habitat paid 103,853 pensions with an average amount of 7.4 UF.

For its part, in March 2014, the Life Insurance Companies paid 483,783 annuities with an average amount of 10.09 UF.