



# 3M16 Press Release

## ILC Inversiones and Subsidiaries, May 26<sup>th</sup>, 2016

Figures in US\$

### I. HIGHLIGHTS

- On March 2<sup>nd</sup> 2016, ILC closed its association with Prudential Financial Inc. in AFP Habitat. Therefore, both companies reached 40.29% stake in the aforementioned pension fund company. The transaction generated an extraordinary result of \$329,065 thousand, of which \$197,635 thousand arise from the sale of ILC's 27.26% stake in Habitat; whereas the remaining \$131,281 thousand corresponds to the accounting effect derived from the revaluation of the remaining shares of Habitat owned by ILC. Since March 2016, ILC is not consolidating this AFP for reporting purposes.
- On March 10<sup>th</sup> 2016, ILC executed a second capital increase in Inversiones Confuturo for UF1 million, reaching 77.9% of its property.

ILC Consolidated Non Insurance Activity		US\$ Th. (*)		
Income Statement		3M16	3M15	Var %
Non Insurance Activity	Revenues	267,244	216,091	23.7%
	Cost of Sales	(216,152)	(179,742)	20.3%
	Operational Expenses	(43,667)	(32,621)	33.9%
	<b>Operating Income</b>	<b>7,426</b>	<b>3,727</b>	<b>99.2%</b>
	<b>Non Operating Income**</b>	<b>(3,393)</b>	<b>(5,226)</b>	<b>-35.1%</b>
	Income Tax Expenses	(887)	(798)	11.1%
	Income (Loss) from Discontinued Operations***	338,140	35,926	841.2%
<b>Profit of Non-Insurance Activity</b>		<b>341,286</b>	<b>33,629</b>	<b>914.9%</b>
ILC Consolidated Insurance Activity		US\$ Th. (*)		
Income Statement		3M16	3M15	Var %
Insurance Activity	Net Premiums Income	198,605	168,717	17.7%
	Net Investments Income	114,785	94,938	20.9%
	Cost of Sales	(262,736)	(244,891)	7.3%
	Operating Expenses	(10,169)	(8,529)	19.2%
	<b>Operating Income</b>	<b>40,485</b>	<b>10,235</b>	<b>295.5%</b>
	<b>Non Operating Income</b>	<b>(12,002)</b>	<b>2,385</b>	<b>-603.3%</b>
	Income Tax Expenses	(4,271)	(4,238)	0.8%
<b>Profit of Insurance Activity</b>		<b>24,211</b>	<b>8,382</b>	<b>188.8%</b>
ILC Consolidated Banking Activity		US\$ Th. (*)		
Income Statement		3M16	3M15	Var %
Banking Activity	Net Revenues	14,348	-	-
	Operating Expenses	(11,577)	-	-
	<b>Operating Income</b>	<b>2,772</b>	<b>-</b>	<b>-</b>
	<b>Non Operating Income</b>	<b>5</b>	<b>-</b>	<b>-</b>
	Income Tax Expenses	(277)	-	-
<b>Profit of Banking Activity</b>		<b>2,500</b>	<b>-</b>	<b>-</b>
<b>Profit (Loss)</b>		<b>367,997</b>	<b>42,011</b>	<b>776.0%</b>
Minority Interest		(8,527)	(14,009)	-39.1%
<b>Total Profit to ILC</b>		<b>359,470</b>	<b>28,002</b>	<b>1183.7%</b>
ILC Ordinary Profit		30,404	28,002	8.6%
ILC Extraordinary Profit		329,065	-	-
<b>EBITDA**** of Non-Insurance Activity to ILC</b>		<b>44,153</b>	<b>45,042</b>	<b>-2.0%</b>

\* Closing Exchange rate of Ch\$669.80/US\$ as of April 1st, 2016

\*\* Includes the 40.3% of the result of AFP Habitat corresponding to March 2016

\*\*\* Considers the 67.5% of the result of AFP Habitat for the periods January-February 2016 and January-March 2015, as well as the \$328,916 thousand result arising from the association with Prudential in AFP Habitat concluded in 1Q16

(\*\*) EBITDA of Non-Insurance Activity is calculated as Profit before Taxes minus Depreciation, Financial Costs, Other Non Operational Costs and Financial Income due to Habitat's encaje

### Conference Call Information

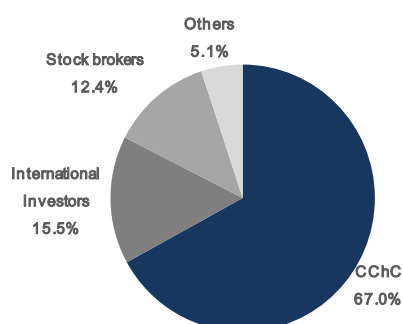
<b>Date:</b>	Friday, May 27 <sup>th</sup> , 2016
<b>Time:</b>	11:00 AM (Stgo); 11:00 AM (NY)
	Toll Free Chile: 1-230-020-5802
	Toll Free USA: 1-844-846-8979
	International Dial In: 1-412-317-5460
<b>Password</b>	ILC

## II. INTRODUCTION

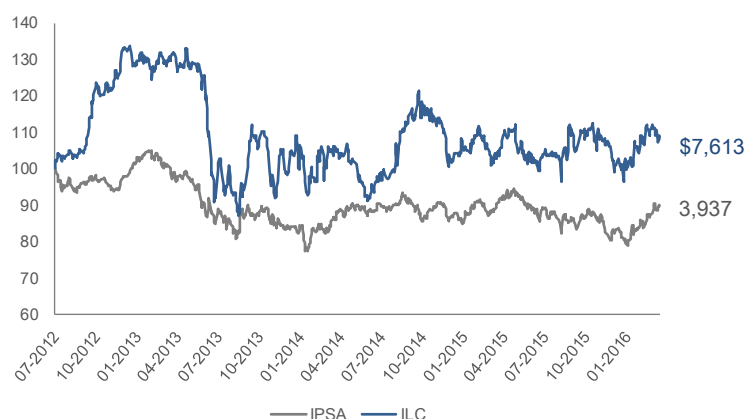
Since 2011, Inversiones La Construcción (hereinafter "ILC" or the "Company") discloses its Financial Statements in accordance with the International Financial Reporting Standards ("IFRS"). The Company breakdowns its reports in three segments: the **Non Insurance Activity**, which includes Isapre Consalud, Red Salud, Factoring Baninter, Baninter Corredora de Seguros, AFP Habitat (not consolidated) and Others; the **Insurance Activity** which incorporates Confuturo, Corpseguros and Vida Cámara; whereas the last segment corresponds to the **Banking Activity**, which incorporates Banco Internacional since January 2016.

## III. MARKET INFORMATION

### • Ownership Structure as of March 31<sup>st</sup> 2016



### • Stock Price vs IPSA Evolution (Since the IPO until March 31<sup>st</sup> 2016)



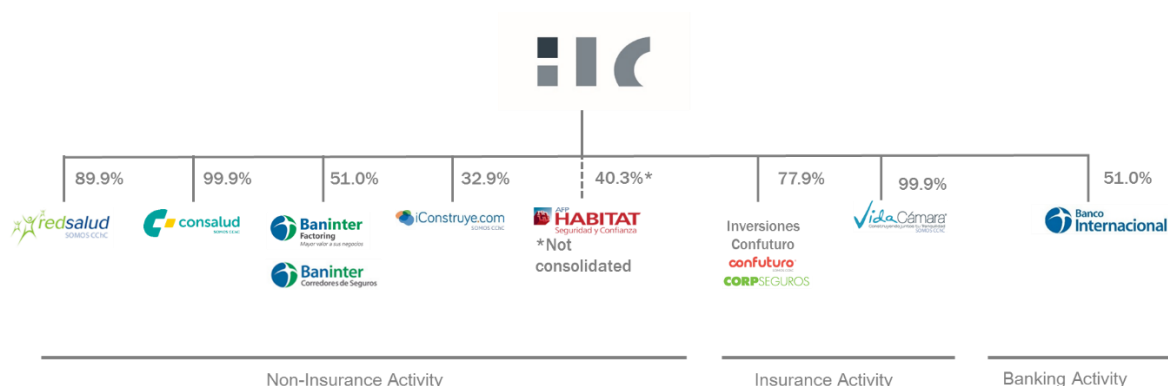
### • Dividends

ILC has maintained a dividend policy consisting in distributing between 60% and 80% of its ordinary distributable net income. The amounts distributed since the IPO in 2012 have been:

Year	Div. / Share	Dividend yield at \$7,061 (IPO Price)
2012	\$ 548	7.76%
2013	\$ 450	6.37%
2014	\$ 449	6.36%
2015	\$ 420	5.95%
2016	\$ 70	0.99%
<b>Total</b>	<b>\$ 1,937</b>	<b>27.43%</b>

## IV. SIMPLIFIED STRUCTURE

ILC consolidates directly and indirectly the following companies as of March 2016:

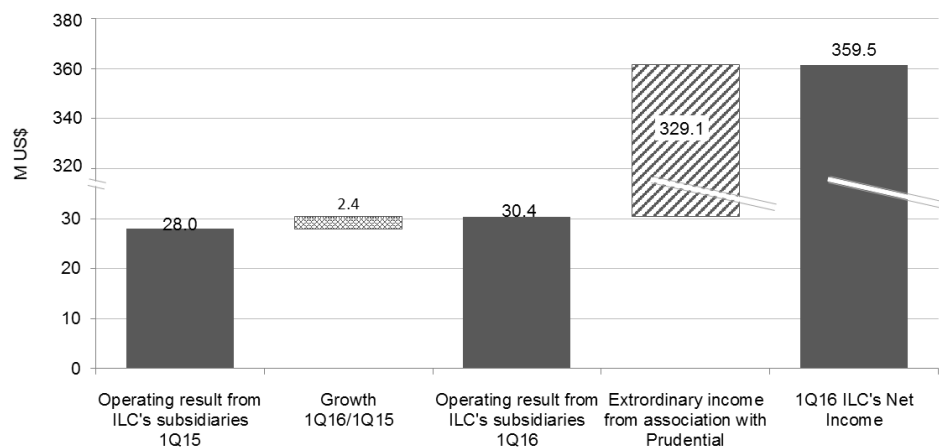


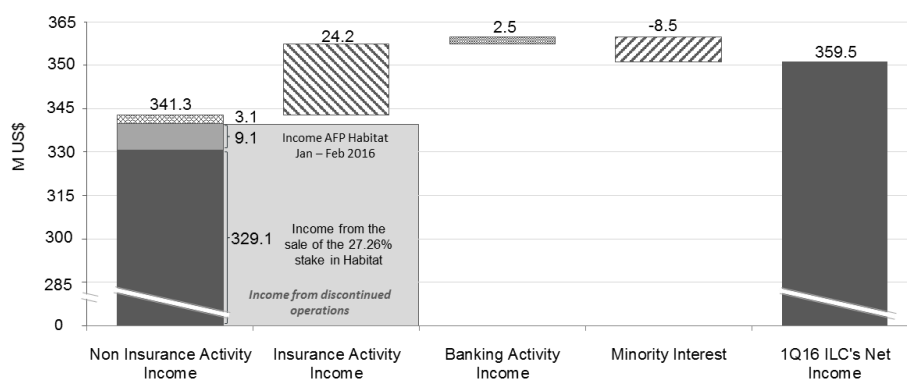
## CONSOLIDATED STATEMENTS

### a. Net Income

As of March 2016, ILC's subsidiaries reached a consolidated net income of \$367,997 thousand. From this amount, \$359,470 thousand were attributable to ILC, whereas the remaining \$8,527 corresponds to non-controlling participations. If the \$329,065 thousand extraordinary income from the association with Prudential in AFP Habitat is isolated, ILC obtains a result of \$30,404 thousand, which is 8.6% higher than the \$28,002 thousand obtained in the same period of 2015. This is mainly explained by the better performance of all subsidiaries, with exception of Consalud and AFP Habitat, which reduced its profitability by 80.1% and 16.2% respectively.

The following figures show net income evolution from 1Q15 to 1Q16, as well as ILC's net result breakdown between its ordinary and extraordinary effects:





### Non Insurance Activity

Net income of the Non-insurance activity amounted to \$341,286 thousand in the first quarter of 2016. If the extraordinary effect from the association with Prudential in AFP Habitat is isolated, net income of the Non-insurance activity decreases to \$12,221 thousand, 63.7% inferior than the result obtained in the first quarter of 2015.

This decrease is mainly explained by the lower results of the Isapre and AFP segments. Isapre Consalud decreased by 80.1% its profit due to cost pressures, whereas AFP Habitat reduced by 16.2% its net income because of the 92.3% drop in the return of its encaje. All the above was slightly offset by a 250% improvement in the result of Red Salud as a consequence of better operational margins.

### Insurance Activity

The insurance activity registered a \$24,211 thousand profit, higher than the \$8,382 thousand recorded in the same period of 2015. This was mainly explained by the 17.7% increase in revenues from premiums, as well as by the 20.9% increment in investment results due to the larger investment portfolio and the higher returns on equity, leasing and real estate assets.

### Banking Activity

The banking activity registered a \$2,500 thousand profit, which primarily includes income from interests and adjustments, income from fees, other operating income, operating expenses and credit risk expenses.

## b. Operating Income

Consolidated operating income reached \$60,682 thousand, 263% higher than that of the same period of 2015. This was mainly explained by the strong increment in the operational result of Confuturo and Corpseguros, as well as by the improvements recorded in Red Salud and Vida Camara, and the incorporation of Banco Internacional in October 2015.

### Non Insurance Activity

Operating income of the Non insurance activity reached \$7,426 thousand, 99.2% higher than that of the same period of 2015. This is mainly explained by the improvement in the operational performance of Red Salud, especially

in Clínica Bicentenario and Megasalud, in addition to the consolidation effect of the ACR6 Group in May 2015. The above was slightly offset by a reduction in the operating result of Consalud, which has been affected by an important cost pressure.

It is important to mention that the operating income of the Non insurance activity does not consolidate AFP Habitat. The same applies to the first quarter of 2015, where AFP Habitat presents its results in the Earnings from discontinued operations account.

#### **Insurance Activity**

Operating income from the Insurance activity reached \$40,485 thousand, up from the \$10,235 thousand profit registered in the first quarter of the previous year. Such progress is mainly attributable to higher revenues in annuity premiums due to the change in the discount rate for accounting reserves and the capital increases undertaken in Confuturo for UF2 million. The higher investment returns registered in both Confuturo and Corpseguros also supported operating improvement.

#### **Banking Activity**

Operating income from the Banking activity recorded a \$2,772 thousand profit in the first quarter of 2016. This result includes \$9,580 thousand in net income from loan interests and adjustments, \$1,674 thousand in net income from fees on current accounts and services, \$5,560 thousand in operational income from the trading and distribution desks, \$2,465 thousand in credit risk provisions and \$11,193 thousand in operating expenses.

### **c. Non Operating Income**

Total consolidated non operating income registered a \$15,390 thousand loss, \$12,548 thousand higher than the same period of the previous year. This was mainly explained by the lower non operational income of both Confuturo and Corpseguros, which were affected by the negative effect deriving from the depreciation of the US Dollar in investment instruments denominated in the aforementioned currency.

#### **Non Insurance Activity**

Non operating result from the Non insurance activity reached a \$3,393 thousand loss, 35.1% lower compared to that of the same period of 2015. This was mainly explained by the increase in the financial costs due to the higher level of debt, as well as by the negative effect of the UF appreciation in ILC's debt. This was partially offset by the higher financial income arising from the proceeds of the association with Prudential.

#### **Insurance Activity**

Non-operating income from the Insurance activity reached a \$12,002 thousand loss, \$14,387 thousand higher than the same period of the previous year. This mainly responds to the negative effect of the US Dollar

depreciation in bank balances, derivative guarantees and international bonds denominated in this currency, from both Confuturo and Corpseguros as of the end of March 2016.

### Banking Activity

Non operating result from the Banking Activity reached \$5 thousand in the first quarter of 2016. This result includes both net financial income and indexation unit results.

## d. Balance Sheet

Is important to mention that AFP Habitat is consolidated in the balance sheet of ILC only in year-end 2015.

As of March 31<sup>st</sup> 2016, consolidated assets of the Company totaled \$11,928,423 thousand and its composition is as follows:

ILC Consolidated Balance Sheet	Figures in million Ch\$		Figures in Th US\$(*)		Var %
	3M16	2015	3M16	2015	
Current Assets Non Insurance Activity	421,519	260,060	629,320	388,265	62.1%
Non Current Assets Non Insurance Activity	685,548	872,182	1,023,511	1,302,153	-21.4%
Assets Insurance Activity	5,457,163	5,390,471	8,147,451	8,047,881	1.2%
Assets Banking Activity	1,425,429	1,212,426	2,128,141	1,810,132	17.6%
<b>Total Assets</b>	<b>7,989,658</b>	<b>7,735,139</b>	<b>11,928,423</b>	<b>11,548,430</b>	<b>3.3%</b>
Current Liabilities Non Insurance Activity	528,046	475,365	788,363	709,711	11.1%
Non Current Liabilities Non Insurance Activity	300,160	367,025	448,134	547,963	-18.2%
Liabilities Insurance Activity	5,043,983	5,016,272	7,530,581	7,489,208	0.6%
Liabilities Banking Activity	1,301,066	1,090,658	1,942,470	1,628,334	19.3%
Non Controlling Participations	146,399	278,569	218,572	415,899	-47.4%
Equity Attributable to Owners of the Parent Company	670,003	507,250	1,000,303	757,316	32.1%
<b>Total Liabilities and Equity</b>	<b>7,989,658</b>	<b>7,735,139</b>	<b>11,928,423</b>	<b>11,548,430</b>	<b>3.3%</b>

(\*) Closing Exchange rate of Ch\$669.80/US\$ as of April 1st, 2016

### i. Non Insurance Activity Current Assets

Current assets increased by \$241,056 thousand when compared to those of year-end 2015. This increment is mainly attributable to the increase recorded in the accounts Cash and cash equivalents and Other financial assets, as a consequence of the proceeds arising from the association of ILC with Prudential in AFP Habitat.

### ii. Non Insurance Activity Non Current Assets

Non-current assets decreased by \$278,642 thousand when compared to those of year-end 2015. This decrement is mainly attributable to the deconsolidation of AFP Habitat, which affected the Goodwill and Intangibles accounts.

### iii. Insurance Activity Assets

As of March 31<sup>st</sup> 2016, Insurance activity assets were \$8,147,451 thousand, 1.2% higher compared to those as of year-end 2015. This variation is mainly associated with the increase registered in the cash handled by Confuturo and Corpseguros, as well as by the larger financial and real estate investment portfolio, due to higher sales.



#### **iv. Banking Activity Assets**

As of March 31<sup>st</sup> 2016, Banking Activity assets increased 17.6% when compared to those as of year-end 2015. This variation was mainly explained by a larger investment portfolio, specifically in time deposits for \$129,858 thousand, higher accounts receivables from clients, and increased Cash items in process of collection. All the above was slightly offset by a reduction in the Other assets account.

#### **v. Non Insurance Current liabilities**

As March 31<sup>st</sup> 2016, the current liabilities increased by \$78,652 thousand compared to those as of December 31<sup>st</sup> 2015. This increment is mainly attributable to the 46.3% growth in the commercial payables account, due to the higher dividend provision maintained by ILC.

#### **vi. Non Insurance Non current liabilities**

As of March 31<sup>st</sup> 2016, non current liabilities decreased by \$278,642 thousand compared to those recorded as of year-end 2015. The main variation occurs in the deferred taxes account, due to the deconsolidation of Habitat.

#### **vii. Insurance Activity Liabilities**

As of March 31<sup>st</sup> 2016, liabilities of the insurance activity increased by 0.6% compared to those as of December 31<sup>st</sup> 2015. Close to 80% of this variation respond to larger reserve constitutions in the annuities segment, due to the higher revenues from premiums recorded during the period.

#### **viii. Banking Activity Liabilities**

As of March 31<sup>st</sup> 2016, the banking activity liabilities increased by 19.3% compared to those as of December 31<sup>st</sup> 2015. This increment is mainly attributable to the increment registered in both Operations with liquidations in course and Time deposits accounts.

#### **ix. Equity attributable to owners of the parent and non-controlling interest**

The equity attributable to owners of the parent company as of March 31<sup>st</sup> 2016 reached \$1,000,303 thousand, 32.1% higher than the amount recorded as of December 31<sup>st</sup> 2015. This increment is mainly attributable to the accounting result arising from the sale of ILC's 27.26% stake in AFP Habitat to Prudential.

Meanwhile, non-controlling interest reached \$218,572 thousand, 47.4% below than the amount recorded as of December 31<sup>st</sup> 2015, due to the deconsolidation of AFP Habitat in March 2016, as well as by the higher capitalization reached by Inversiones Confuturo due to the UF1 million capital increase undertaken by ILC in March 2016.

## V. BUSINESS UNITS

### NON INSURANCE ACTIVITY: RED SALUD

The result obtained by Red Salud during the first quarter of 2016 amounted to \$1,516 thousand, \$2,521 thousand higher compared to the same period of the previous year. The composition of the main accounts is as follows:

Red Salud Income Statement	(*)Figures in Th. US\$		
	3M16	3M15	Var %
Revenues	117,442	79,952	46.9%
Cost of Sales	(89,609)	(64,974)	37.9%
Gross Profit	<b>27,834</b>	<b>14,978</b>	<b>85.8%</b>
Other Income	-	-	-
Administrative Expenses	(20,398)	(12,955)	57.4%
<b>Operating Income</b>	<b>7,436</b>	<b>2,023</b>	<b>267.6%</b>
Financial Income	189	101	87.8%
Financial Costs	(3,947)	(3,227)	22.3%
Share of Profit (Loss) of Affiliates Accounted for Using the Equity Method	728	568	28.2%
Others	(1,503)	11	-13427.4%
<b>Non Operating Result</b>	<b>(4,533)</b>	<b>(2,547)</b>	<b>78.0%</b>
Profit Before Taxes	2,903	(524)	-653.8%
Income Tax Expenses	(791)	(314)	151.7%
<b>Income from Continuing Operations</b>	<b>2,112</b>	<b>(839)</b>	<b>-351.9%</b>
Minority Interest	(596)	(166)	259.4%
<b>Profit to Red Salud</b>	<b>1,516</b>	<b>(1,004)</b>	<b>-251.0%</b>
<b>EBITDA (**) Red Salud</b>	<b>13,527</b>	<b>6,469</b>	<b>109.1%</b>

(\*) Closing Exchange rate of Ch\$669.80/US\$ as of April 1<sup>st</sup>, 2016

(\*\*) EBITDA is calculated as profit before taxes minus depreciation, financial costs, other non operational costs and financial income

### Revenues

The 46.9% increase in revenues responds mainly to a higher turnover in all healthcare units, especially in Clínica Bicentenario (24.8%), Clínica Avansalud (16.7%) and Clínica Tabancura (13.6%). Moreover, the consolidation of the ACR6 Group in May 2015 implied an additional income for \$26,598 thousand in 2016.

Revenues from the inpatient activity continue increasing, in line with the upward trend recorded by Red Salud in the recent periods. This segment registered a \$20,308 thousand increment compared to the same period in 2015 (of which \$16,087 thousand correspond to the consolidation effect of the ACR6 Group). The above was mainly due to a higher activity in the intensive care unit, an increase in the number of surgeries and hospitalizations, higher surgical staff fees, and the use of additional medical supplies and drugs, which represented more than 95% of this segment variation. The \$15,579 thousand increment in the outpatient activity (of which \$10,253 thousand correspond to the consolidation effect of the ACR6 Group in May 2015), was driven by an increase in the demand for images, laboratory and dental services, medical and urgency consultations, as well as medical procedures. All the above explained roughly 90% of the deviation year-on-year.

### Cost of Sales

The 37.9% increase was mostly driven by a higher activity level in all healthcare units, as well as by the consolidation of the ACR6 Group that resulted in \$20,247 thousand of additional operational costs in 2016. It is important to highlight that all healthcare units reduced their costs (as a percentage of their income), which resulted in a decrease in Red Salud's overall cost/income ratio from 81.3% the first quarter in 2015 to 76.3% in the first quarter of 2016.



## Selling, General and Administrative Expenses

The 57.4% increase is primarily explained by the consolidation of the ACR6 Group, which implied additional expenses for \$4,472 thousand in the period January-March 2016. The most relevant items in this variation were personnel and other operational expenses (mostly consultancies and service outsourcing), which explained 45% and 30% of the variation respectively.

## Non Operating Income

There was a \$4,533 thousand non operating loss, which was 78.0% higher than the one reported on the same period of 2015. This was mainly explained by the higher financial costs resulting from inflation effects on Red Salud's UF denominated debt, as well as by the \$211 thousand from the consolidation of the ACR6 Group in May 2015.

## Operating Data

The main operating data of Red Salud for 2015-2016 is:

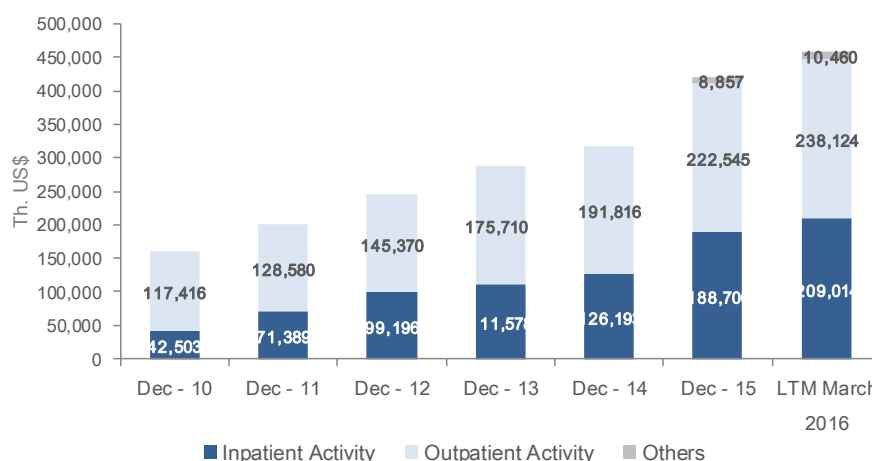
Operational Data (*)	3M16	3M15
Emergency consultations	127,236	69,769
Hospital discharges	17,965	11,367
Inpatient days utilized	50,226	32,919

(\*) Includes Bicentenario, Avansalud, Tabancura and Iquique Hospitals

Regional Hospitals consider activities undertaken since May '15 (period under consolidation)

	Occupancy Rate		Average Length of Stay (days)	
	3M16	3M15	3M16	3M15
Tabancura	66.6%	68.3%	3.81	2.96
Avansalud	64.8%	65.1%	2.23	2.00
Bicentenario	68.1%	69.2%	3.89	3.71
Iquique	60.0%	N.D.	2.19	N.D.

There has been an upward trend in terms of revenues during the last years, with the inpatient segment gaining more relevance:



In terms of infrastructure, Red Salud has:

Number of Beds	3M16	3M15
Tabancura	143	143
Avansalud	114	103
Bicentenario	268	241
Iquique	61	61
Regional Private Hospitals*	299	-
<b>Total</b>	<b>885</b>	<b>548</b>

\* Red Salud consolidates 5 Regional Hospitals since May 2015. Previously, the Company had 50% stake in 12 hospitals (which were not consolidated)

Number of Boxes	3M16	3M15
Megasalud	821	900
Tabancura	52	52
Avansalud	78	77
Bicentenario	94	94
Iquique	23	11
Regional Private Hospitals*	254	-
<b>Total</b>	<b>1,322</b>	<b>1,134</b>

\* Red Salud consolidates 5 Regional Hospitals since May 2015. Previously, the Company had 50% stake in 12 hospitals (which were not consolidated)

Financial results of Red Salud's Private Hospitals as of March 2016 and March 2015 were:

Income Statement (March '16)	Megasalud	Avansalud	Tabancura	Bicentenario	Iquique	ACR 6 (***)
Th. US\$*						
Revenues	32,562	15,567	13,824	21,799	3,013	26,598
Cost of Sales	( 24,333)	( 12,142)	( 10,860)	( 16,335)	( 2,267)	( 20,247)
<b>Gross Profit</b>	<b>8,229</b>	<b>3,425</b>	<b>2,964</b>	<b>5,464</b>	<b>746</b>	<b>6,351</b>
SG&A	( 6,000)	( 1,989)	( 3,005)	( 2,900)	( 437)	( 4,472)
<b>Operating Income</b>	<b>2,229</b>	<b>1,436</b>	<b>- 41</b>	<b>2,564</b>	<b>310</b>	<b>1,879</b>
<b>Net Income</b>	<b>1,338</b>	<b>574</b>	<b>- 256</b>	<b>1,465</b>	<b>184</b>	<b>446</b>
<b>EBITDA(**)</b>	<b>3,582</b>	<b>2,364</b>	<b>670</b>	<b>3,482</b>	<b>423</b>	<b>2,830</b>
<b>EBITDA Margin</b>	<b>11.0%</b>	<b>15.2%</b>	<b>4.8%</b>	<b>16.0%</b>	<b>14.0%</b>	<b>10.6%</b>

(\*) Closing Exchange rate of Ch\$669.80/US\$ as of April 1<sup>st</sup>, 2016

(\*\*) EBITDA calculated as operating result minus depreciations and amortizations

(\*\*\*) ACR 6 consolidates 5 private hospitals since May 2015: Elqui, Valparaíso, Rancagua, Temuco and Magallanes

Income Statement (March '15)	Megasalud	Avansalud	Tabancura	Bicentenario	Iquique
Th. US\$					
Revenues	32,528	13,338	12,172	17,468	2,741
Cost of Sales	( 26,986)	( 10,423)	( 9,695)	( 14,702)	( 1,914)
<b>Gross Profit</b>	<b>5,542</b>	<b>2,915</b>	<b>2,477</b>	<b>2,767</b>	<b>828</b>
SG&A	( 5,174)	( 1,726)	( 2,315)	( 2,309)	( 632)
<b>Operating Income</b>	<b>368</b>	<b>1,189</b>	<b>162</b>	<b>458</b>	<b>195</b>
<b>Net Income</b>	<b>(207)</b>	<b>657</b>	<b>18</b>	<b>(54)</b>	<b>114</b>
<b>EBITDA(**)</b>	<b>1,602</b>	<b>2,096</b>	<b>763</b>	<b>1,368</b>	<b>308</b>
<b>EBITDA Margin</b>	<b>4.9%</b>	<b>15.7%</b>	<b>6.3%</b>	<b>7.8%</b>	<b>11.2%</b>

(\*) Closing Exchange rate of Ch\$669.80/US\$ as of April 1<sup>st</sup>, 2016

(\*\*) EBITDA calculated as operating result minus depreciations and amortizations

## NON INSURANCE ACTIVITY: CONSALUD

During the first quarter of 2016, Isapre Consalud recorded a net profit of \$482 thousand, 80.1% lower than the result obtained in the same period of 2015.

The composition of the main accounts is as follows:

Consalud Income Statement	*Figures in Th. US\$		Var %
	3M16	3M15	
Revenues	142,715	132,859	7.4%
Cost of Sales	(124,168)	(113,253)	9.6%
<b>Gross Profit</b>	<b>18,547</b>	<b>19,605</b>	<b>-5.4%</b>
Other Income (Expenses)	1,113	621	79.2%
Administrative Expenses	(19,257)	(17,443)	10.4%
<b>Operating Income</b>	<b>403</b>	<b>2,783</b>	<b>85.5%</b>
Financial Income	982	952	3.2%
Financial Costs	(236)	(286)	-17.4%
Share of Profit (Loss) of Affiliates Accounted for Using the Equity Metho	-	-	0.0%
Others	(5)	1	-953.4%
<b>Non Operating Income</b>	<b>741</b>	<b>667</b>	<b>11.1%</b>
Profit before Taxes	1,143.37	3,450	-66.9%
Income Tax Expenses	(661)	(1023)	-35.4%
<b>Income from Continuing Operations</b>	<b>482</b>	<b>2,427</b>	<b>-80.1%</b>
Minority Interest	(0)	(0)	-
<b>Profit to Consalud</b>	<b>482</b>	<b>2,427</b>	<b>-80.1%</b>
<b>EBITDA(**) Consalud</b>	<b>2,204</b>	<b>4,413</b>	<b>-50.1%</b>

(\*) Closing Exchange rate of Ch\$669.80/US\$ as of April 1st, 2016

### Revenues

Revenues experienced a 7.4% increase when compared to those as of the first quarter 2015. This was mainly explained by the 2.5% increment in the number of average contributors, the annual inflation of 4.5% (approximately 85% of Consalud's contributors have a healthcare plan linked to the UF), and the larger contribution cap which increased contributions from the higher income segment.

### Cost of Sales

The 9.6% increment in operating costs was explained by an increase in the frequency of outpatient/inpatient services and temporarily disability insurances registered during the quarter, as well as by the larger amount covered by temporarily disability insurances.

It is important to highlight the 2.6% and 8.0% increase in the inpatient and outpatient services covered by Isapre Consalud respectively. Finally, the average coverage of the temporarily disability insurances between both periods advanced 8.1%, meanwhile the number of temporarily disability insurances recorded increased by 8.0%.

### Selling, General and Administrative Expenses

Administrative expenses in the first quarter of 2016 increased 10.4% compared to the same period of the previous year. This responds to client retention policies, larger legal expenses, and higher expenditures in leases, advertising and computing, among others. It is important to mention that as of March 2016 there were 7,049 trials against Consalud due to adjustments in the base price established in contracts, compared to the 4,098 cases as of the end of March 2015.

## Non Operating Income

During the first quarter of 2016 non operating income showed an 11.1% increment due to a higher net financial income, when compared to that of the first quarter of 2015.

## Operating Data

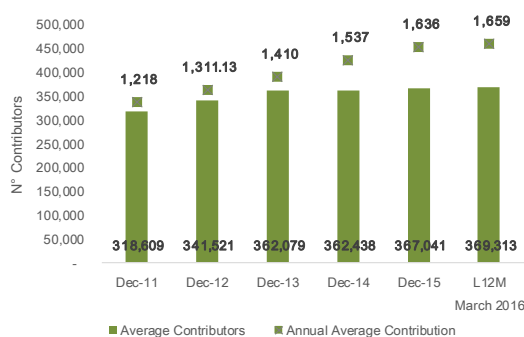
Over the last periods, contributions have continuously increased for both mandatory and voluntary modalities. These increments are explained by a higher number of contributors, an upper contribution cap, a larger UF and the deeper formality of the labor market in Chile.

Th. US\$*	Dec -11	Dec -12	Dec -13	Dec -14	Dec -15	LTM March 2016
Mandatory contributions	277,657	320,350	357,226	379,394	406,214	414,023
Voluntary contributions	84,687	97,367	117,682	137,816	148,416	151,809
Other periods	25,783	30,062	35,538	39,774	45,936	46,978
<b>Total</b>	<b>388,126</b>	<b>447,778</b>	<b>510,447</b>	<b>556,984</b>	<b>600,566</b>	<b>612,809</b>

(\*) Closing Exchange rate of Ch\$669.80/US\$ as of April 1<sup>st</sup>, 2016

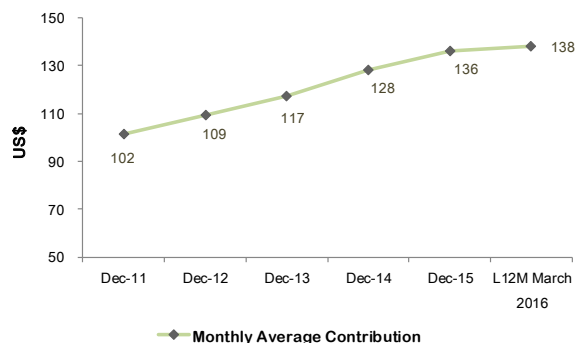
Source: Superintendencia de Salud

Isapre Consalud has increased its number of contributors as well as its personal contributions, reaching \$1,659 annually as of the last 12 months. This amount implies an average monthly contribution of \$138 by contributor.



Source: Superintendencia de Salud

Exchange rate of Ch\$669.90 as of April 1<sup>st</sup>, 2016



Source: Superintendencia de Salud

Exchange rate of Ch\$669.90 as of April 1<sup>st</sup>, 2016

Regarding operating costs, there has been an upward trend in each one of its items: inpatient and outpatient services, as well as temporary disabilities insurances.

		3M16	3M15	Var. %
Inpatient Cost	N° Inpatient Services	781,406	761,248	2.6%
	Average Cost per Inpatient Service (US\$)	\$ 64	\$ 65	-1.9%
	Total Inpatient Cost (US\$ Th.)	\$ 49,994	\$ 49,636	0.7%
Outpatient Cost*	N° Outpatient Services	2,964,953	2,745,155	8.0%
	Average Cost per Outpatient Service (US\$)	\$ 14	\$ 14	-0.6%
	Total Outpatient Cost (US\$ Th.)	\$ 41,464	\$ 38,621	7.4%
Temporary Disability Insurance	N° Temporary Disability Insurances	66,641	61,707	8.0%
	Average Temporary Disability Insurance (US\$)	\$ 435	\$ 403	8.1%
	Total Temporary Disability Insurance (US\$ Th.)	\$ 29,021	\$ 24,856	16.8%

(\*) Includes dental services

Considers a Closing Exchange rate of Ch\$669.80/US\$ as of April 1<sup>st</sup>, 2016

Source: Superintendencia de Salud, FEFI Consalud

## NON INSURANCE ACTIVITY: HABITAT (not consolidated)

Net income (previous to *encaje*) reached \$29,688 thousand, 26.5% higher than the result obtained in the same period of the previous year. The composition of the main accounts is the following:

Habitat	*Figures in Th. US\$		
Income Statement	2015	2014	Var %
Revenues	61,480	56,435	8.9%
Cost of Sales	-	-	0.0%
<b>Gross Profit</b>	<b>61,480</b>	<b>56,435</b>	<b>8.9%</b>
Other Income (Expenses)	-	-	-
Administrative Expenses	( 24,245)	( 23,227)	4.4%
<b>Operating Income</b>	<b>37,236</b>	<b>33,208</b>	<b>12.1%</b>
Financial Income	685	456	50.2%
Financial Costs	( 32)	( 28)	12.9%
Gain (Loss) of the <i>Encaje</i>	1,010	13,165	-92.3%
Share of Profit (Loss) of Affiliates Accounted for Using the Equity	910	934	-2.5%
Others	( 105)	256	-140.9%
<b>Non Operating Income</b>	<b>2,468</b>	<b>14,782</b>	<b>-83.3%</b>
Profit before Taxes	39,704	47,990	-17.3%
Income Tax Expenses	(9,006)	(11,356)	-20.7%
<b>Profit to Habitat</b>	<b>30,698</b>	<b>36,634</b>	<b>-16.2%</b>
<b>Profit to Habitat before <i>Encaje</i></b>	<b>29,688</b>	<b>23,470</b>	<b>26.5%</b>
<b>EBITDA to Habitat</b>	<b>40,788</b>	<b>48,447</b>	<b>-15.8%</b>
<b>EBITDAE (**) to Habitat</b>	<b>39,778</b>	<b>35,283</b>	<b>12.7%</b>

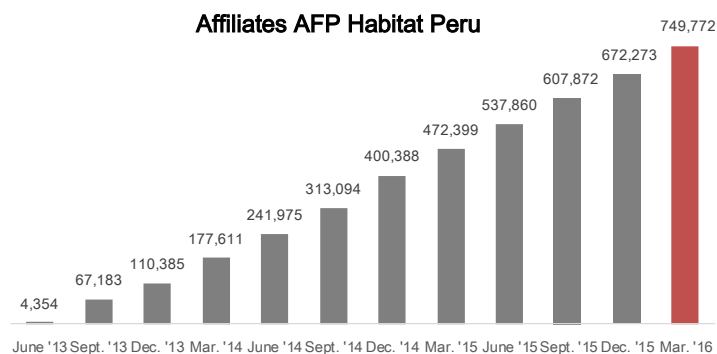
(\*) Closing Exchange rate of Ch\$669.80/US\$ as of April 1st, 2016

(\*\*) EBITDAE is calculated as Profit before taxes minus depreciation, financial costs, other non operational costs and financial income due to Habitat's *encaje*

## Revenues

Operating revenues increased 8.9% in the first quarter of 2016 compared to the same period of 2015. Close to 70% of this variation responds to a larger income from fees in Chile, because of the 0.1% rise in the number of contributors as well as by the 2.3% increment in real terms of the average salary quoted by AFP Habitat.

Moreover, Habitat Peru's income from fees increased by 62.2% year on year, totaling \$3,230 thousand. As of March 2016 Habitat reached 749,772 affiliates, achieving 12.4% of market share and \$539 million in AuM. These are important commercial figures if we consider that Habitat entered Peru in mid-2013.



Revenue breakdown by product is mostly predominated by mandatory contributions in Chile and Peru, which represented 93.1% of the total. However, voluntary contributions have been gaining share over the last periods. As of the end of March 2016, Voluntary Pension Savings (APV), Voluntary Saving Accounts (CAV) and programmed withdrawals represented 2.9%, 1.8% and 1.4% of revenues respectively.

## Selling, General and Administrative Expenses

Selling and administrative expenses for the first quarter of 2016 reached \$24,245 thousand, 4.4% higher than the comparable period. This was mainly explained by the 5.9% increment in personnel expenditures, particularly in sales force. There were also additional disbursements in IT and commercial expenditures during the first part of 2016.

## Non Operating Income

Non operating income for the first quarter of 2016 decreased by 83.3% when compared to the same period of 2015. This was mainly explained by the 92.3% reduction in the profitability of the *encaje*, in line with the investments of the pension funds managed by the Company. For example, as of March 2016 the annual return of the C Fund (medium risk portfolio) of the pension industry in Chile was -0.12%, compared with the 3.64% reached by the same Fund in March 2015 (in the case of AFP Habitat, annual return of the C Fund decreased from 3.63% in March 2015 to -0.13% in March 2016).

## Operating Data

As of March 2016, AFP Habitat maintained a solid position in the Chilean pension industry, being the second largest player in terms of contributors, account holders and assets under management.

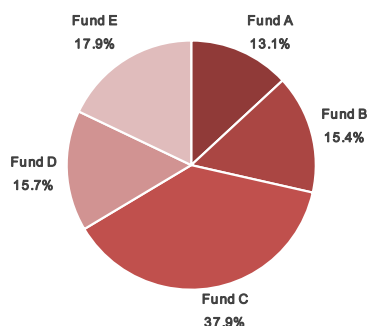
	AFP Habitat March '16	Market Share (%)
N° Account holders	2,046,780	20.4%
N° Contributors	1,224,343	21.6%
Contributors/Account holders	59.8%	
Assets under Management (Million Ch\$)	28,961,313	26.3%
Assets under Management (BUS\$)	43.2	26.3%

Source: Superintendencia de Pensiones

(\*) Closing Exchange rate of Ch\$669.80/US\$ as of April 1st, 2016

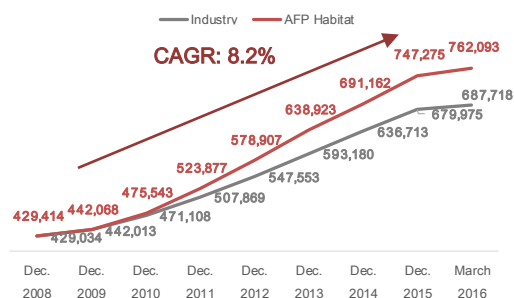
Regarding Habitat's assets under management (AuM), the C and E Funds represented the largest and smallest allocations, respectively. In addition, average salary per contributor has continued an upward trend, with AFP Habitat outperforming the industry average by 10.8% as of March 2016.

Total AuM: US\$43.2 billion



Source: Superintendencia de Pensiones Chile

Contributor Average Salary (Ch\$)



Source: Superintendencia de Pensiones Chile



## INSURANCE ACTIVITY: INVERSIONES CONFUTURO

Consolidated profit achieved by Inversiones Confuturo in the first quarter of 2016 was \$21,222 thousand, 171.4% higher than the one obtained in the same period of 2015. The composition of the main accounts is as follows:

Inversiones Confuturo	(*) Figures in Th. US\$		
Income Statement	2015	2014	Var %
<b>Non Insurance Activity</b>			
Operating Income	(194)	(186)	4.0%
Non Operating Income	(2,571)	(1,768)	45.4%
<b>Profit before Tax</b>	<b>(2,765)</b>	<b>(1,954)</b>	<b>41.5%</b>
Income Tax Expenses	198	440	-55.1%
<b>Profit of Non-Insurance Activity</b>	<b>(2,567)</b>	<b>(1,514)</b>	<b>69.6%</b>
<b>Insurance Activity</b>			
Net Premiums Income	151,966	120,131	26.5%
Net Investments Income	112,157	91,974	21.9%
Cost of Sales	(216,257)	(194,639)	11.1%
<b>Gross Profit</b>	<b>47,866</b>	<b>17,466</b>	<b>174.1%</b>
Administrative Expenses	(7,649)	(6,237)	22.7%
<b>Operating Income</b>	<b>40,217</b>	<b>11,230</b>	<b>258.1%</b>
Share of Profit (Loss) of Equity Investees	2	-	-
Gain (Loss) from Inflation Indexed Unit	(11,522)	2,348	-590.8%
Foreign Currency Exchange Gain (Loss)	-	-	-
<b>Non Operating Income</b>	<b>(11,520)</b>	<b>2,348</b>	<b>-590.7%</b>
Profit Before Tax	28,697	13,577	111.4%
Income Tax Expenses	(4,905)	(4,243)	15.6%
<b>Profit of Insurance Activity</b>	<b>23,792</b>	<b>9,334</b>	<b>154.9%</b>
<b>Profit (Loss)</b>	<b>21,225</b>	<b>7,820</b>	<b>171.4%</b>
Minority Interest	(2)	(1)	164.8%
<b>Profit to Inversiones Confuturo</b>	<b>21,222</b>	<b>7,819</b>	<b>171.4%</b>

(\*) Closing Exchange rate of Ch\$669.80/US\$ as of April 1<sup>st</sup>, 2016

### Revenues

Net premiums income increased 26.5% in the first quarter of 2016 compared with the same period of 2015. The above is mainly explained by the regulatory change in the discount rate for accounting annuities, as well as by the additional resources injected by ILC in Confuturo as capital increases to support the growth of this subsidiary.

Regarding the net investment income of the insurance activity, there was a 21.9% advance due to better results in local and international equity, as well as by the appreciation recorded by real estate investments.

### Cost of Sales

The 11.1% increase year-on-year responds mainly to additional costs related to higher collection of annuities, which has associated an accounting effect that increases reserves.

### Operating Expenses

The 22.7% increase in year-on-year operating expenses responds mainly to a higher level of activity, as well as by larger deteriorations and personnel expenses.

## Non Operating Income

The Non insurance segment presented a 45.4% year-on-year reduction due to a higher indexation and exchange rate loss. Meanwhile, in the Insurance segment, there was a \$13,869 thousand decrement year-on-year due to the effect of the US Dollar depreciation in current accounts, guaranties and investments denominated in the aforementioned currency.

The following tables show the summarized income statements of the subsidiaries of Inversiones Confuturo:

<b>Corpseguros S.A.</b>		(*) Figures in Th. US\$		
Income Statement	3M16	3M15	Var %	
Net Premiums Income	32,056	23,658	35.5%	
Net Investments Income	50,749	44,104	15.1%	
Cost of Sales	(64,089)	(56,797)	12.8%	
Operation Expenses	(1,101)	(1,587)	-30.7%	
<b>Resultado Operacional</b>	<b>17,616</b>	<b>9,377</b>	<b>87.9%</b>	
Other Income and Expenses	(4,014)	37	-10859.1%	
Profit before Tax	13,602	9,414	44.5%	
Tax Expenses	102	(1,313)	-107.7%	
Minotiry Interest	(1)	(1)	69.1%	
<b>Profit to Corpseguros S.A.</b>	<b>13,702</b>	<b>8,101</b>	<b>69.1%</b>	

(\*) Closing Exchange rate of Ch\$669.80/US\$ as of April 1<sup>st</sup>, 2016

<b>Confuturo S.A.</b>		(*) Figures in Th. US\$		
Income Statement	3M16	3M15	Var %	
Net Premiums Income	119,909	96,474	24.3%	
Net Investments Income	61,408	47,870	28.3%	
Cost of Sales	(152,168)	(137,842)	10.4%	
Operation Expenses	(6,549)	(4,649)	40.9%	
<b>Resultado Operacional</b>	<b>22,601</b>	<b>1,852</b>	<b>1120.1%</b>	
Other Income and Expenses	(7,506)	2,310	-424.9%	
Profit before Tax	15,095	4,163	262.6%	
Tax Expenses	(5,007)	(2,930)	70.9%	
Minotiry Interest	(1)	(344)	-99.7%	
<b>Profit to Confuturo S.A.</b>	<b>10,087</b>	<b>889</b>	<b>1035.2%</b>	

(\*) Closing Exchange rate of Ch\$669.80/US\$ as of April 1<sup>st</sup>, 2016

## INSURANCE ACTIVITY: VIDA CAMARA

Consolidated result recorded by Vida Camara was \$347 thousand, \$1,300 thousand higher than the result obtained in the same period of 2015. The composition of the main accounts is as follows:

Vida Camara		Figures in Th. US\$*		
Income Statement	2015	2014		Var %
<b>D&amp;C Chile - Gross Profit (**)</b>	<b>(3,190)</b>	<b>(3,949)</b>		<b>-19.2%</b>
<b>D&amp;S Peru - Gross Profit (**)</b>	<b>1,331</b>	<b>1,499</b>		<b>-11.2%</b>
<b>Health &amp; Life Insurance - Gross Profit (**)</b>	<b>3,651</b>	<b>3,116</b>		<b>17.2%</b>
Gross Profit	1,791	666		169.1%
Other Income	35	40		-12.2%
Administrative Expenses	(2,260)	(2,192)		3.1%
<b>Operating Income</b>	<b>(433)</b>	<b>(1,486)</b>		<b>-70.8%</b>
Financial Income	629	490		28.4%
Foreign Currency Exchange Gain (Loss)	(122)	7		-1738.6%
Gain (Loss) from Inflation Indexed Unit	(360)	30		-1305.1%
<b>Non Operating Income</b>	<b>147</b>	<b>527</b>		<b>-72.1%</b>
Profit before Taxes	(286)	(959)		-70.1%
Income Tax Expenses	634	6		10509.9%
<b>Income from Continuing Operations</b>	<b>347</b>	<b>(953)</b>		<b>-136.4%</b>
Minority Interest	(0)	(0)		-
<b>Profit to Vida Camara</b>	<b>347</b>	<b>(953)</b>		<b>-136.4%</b>

(\*) Closing Exchange rate of Ch\$669.80/US\$ as of April 1<sup>st</sup>, 2016

(\*\*) Includes technical margin and investments results

### Gross Profit

The 169.1% increment in the gross profit of the first quarter of 2016 over the same period of 2015 was mainly explained by the better performance of the supplemental health insurance and the D&S insurance in Chile. The first effect was mainly explained by the 7.9% increment in the number of beneficiaries, as well as by the reduction in the loss ratio from 83.9% in March 2015 to 76.6% in March 2016.

Regarding the D&S insurance in Chile, the improvement in results was also supported by a decrement in the loss ratio. Finally, the D&S insurance in Peru decreased its operational profit due to the lower result obtained from the first D&S contract in that country.

### Operational Expenses

The 3.1% increment in year-on-year expenses is mainly attributable to higher personnel and administrative expenditures both in Chile and Peru.

### Non Operating Income

The 72.1% reduction in year-on-year non operating result was mostly driven by a decrement in the investment portfolio, as a consequence of the lower stock managed and the inferior valuation results achieved.

### Operating Data

As of March 2016, Vida Camara has continued a steady growth in the number of supplementary health insurance beneficiaries, reaching 251,074 people. This figure is 7.9% higher than the one reported as of the end of March 2015.

## BANKING ACTIVITY: BANCO INTERNACIONAL

Banco Internacional recorded a net profit of \$2,780 thousand during the first quarter of 2016. It is important to mention that ILC acquired 51.0% of Banco Internacional in October 2015, so there is not a comparative period for 2015. The performance of the Bank for 2016 is summarized below:

<b>Banco Internacional</b>	Th. US\$*
<b>Income Statement</b>	<b>3M16</b>
Net income from interest and adjustments	9,580
Net income from fees and services	1,674
Other operating income	5,560
Credit risk provisions	(2,465)
<b>Net operating income</b>	<b>14,349</b>
Operating expenses	(11,193)
<b>Operating result</b>	<b>3,156</b>
<b>Non operating result</b>	<b>4</b>
Profit before taxes	3,161
Income tax expenses	(381)
<b>Income from continuing operations</b>	<b>2,780</b>
Minority Interest	-
<b>Profit to Banco Internacional</b>	<b>2,780</b>

(\*) Closing Exchange rate of Ch\$669.80/US\$ as of April 1<sup>st</sup>, 2016

### Transaction

On October 30<sup>th</sup> 2015, ILC acquired 51.0% of Banco Internacional, Factoring Baninter and Baninter Corredora de Seguros, for a total investment of CLP\$67,600 million (approximately US\$100 million). Therefore, since October 2015 ILC controls indirectly the companies aforementioned.

### Results Analysis

The \$2,780 thousand income achieved by Banco Internacional in the first quarter of 2016 was the result of several movements including the interest associated with commercial loans, which have shown a favorable trend in the recent months. In addition, the appreciation of the UF resulted in higher indexed assets. All the above was partially offset by interest payments associated to time deposits, which have increased in rate and volume, as well as by administrative and personnel expenditures, which represented approximately 85% of total operating expenses.

According to the information released by the *Superintendencia de Bancos e Instituciones Financieras*, Banco Internacional reached as of March 2016 an overall market share of 0.6% in terms of loans, and a 0.98% participation in terms of commercial loans. Regarding performance variables, Banco Internacional reached an annualized ROE of 8.0% in March 2016 (0.1% as of December 2015) and an efficiency ratio (measured over operating income) of 66.34% in March 2016 (70.0% as of December 2015).

Banco Internacional has set the following strategic priorities for 2016: improve its position in the small and medium size enterprises segment; achieve levels of efficiency and profitability similar to comparable banks; and strengthen the Bank's culture, with emphasis on the principles and values of its shareholders and controller, mainly represented by excellence, ethics and teamwork.

## VI. CONSOLIDATED FINANCIAL DATA

In terms of individual financial debt, ILC has most of it allocated in the long term.

The most relevant bonds are: ILC (A and C series), Red Salud (A and C series) and Corp Group Vida Chile S.A. (A and B series) issued in the years 2011, 2012 and 2009 respectively.

Financial Debt (Th. US\$*)	ILC	Habitat	Vida Cámara	C. Machalí	Consalud	Red Salud	Inv. Confuturo	Banco Internacional	Factoring BanInter	TOTAL
<b>Short Term</b>	<b>315,100</b>	<b>-</b>	<b>617</b>	<b>1,456</b>	<b>935</b>	<b>94,973</b>	<b>227,753</b>	<b>-</b>	<b>12,199</b>	<b>848,964</b>
Bonds	36,557	-	-	-	-	35,311	14,013	92,781	-	178,662
Bank Loans	278,543	-	617	1,456	935	49,643	213,740	103,150	12,199	660,282
Leasing	-	-	-	-	-	10,019	-	-	-	10,019
<b>Long Term</b>	<b>121,617</b>	<b>-</b>	<b>-</b>	<b>4,152</b>	<b>676</b>	<b>190,590</b>	<b>121,527</b>	<b>-</b>	<b>-</b>	<b>438,562</b>
Bonds	55,926	-	-	-	-	38,691	121,527	-	-	216,144
Bank Loans	65,691	-	-	4,152	676	72,432	-	-	-	142,952
Leasing	-	-	-	-	-	79,467	-	-	-	79,467
<b>Total</b>	<b>436,717</b>	<b>-</b>	<b>617</b>	<b>5,608</b>	<b>1,611</b>	<b>285,563</b>	<b>349,280</b>	<b>-</b>	<b>12,199</b>	<b>1,287,526</b>

(\*) Closing Exchange rate of Ch\$669.80/US\$ as of April 1<sup>st</sup>, 2016

It is important to mention that ILC has a local credit risk of AA+ rated by Feller-Rate and ICR.

As of the end of March 2016 ILC had \$396,368 thousand in cash and cash equivalents, which were significantly higher when compared to those as of the end of December 2015, due to the funds arising from the association of ILC with Prudential in the property of AFP Habitat. Moreover, cash held by the other non insurance companies amounted to \$34,805 thousand. Liquidity held by the insurance companies was \$337,405 thousand, whereas the banking activity had \$71,552 thousand in cash as of the end of March 2016.

Covenant	Mar. '16	Dec. '15	Local Risk Rating	Mar. '16
Net Financial Debt / Total Equity	0.50x	0.85x	Feller-Rate	AA+
Limit	< 1x	< 1x	ICR	AA+

The following table shows an exercise of estimated dividends from ILC's main subsidiaries regarding 2016's results:

Mar. '16	Distr. Net Income (Th. US\$)	Dividend Pol. %**	Ownership (%)	Div. to ILC (Th. US\$)
Habitat	29,688	90%	67.50%	18,036
Red Salud	1,516	100%	89.90%	1,363
Consalud*	3,220	100%	99.90%	3,217
Vida Cámara	0,347	100%	99.90%	-
Inversiones Confuturo	21,222	30%	77.90%	4,960
<b>Total</b>	<b>55,995</b>			<b>27,576</b>

(\*) Closing Exchange rate of Ch\$669.80/US\$ as of April 1<sup>st</sup>, 2016

(\*) According to Superintendent of Health regulation, FEFI Consalud March 2016

(\*\*) According to the current dividend policy of each subsidiary as of December 2015

## VII. CONSOLIDATED FINANCIAL STATEMENTS<sup>1</sup>

### INCOME STATEMENT

INCOME STATEMENT	March 2016	March 2015
NON-INSURANCE ACTIVITY	Th. US\$	Th. US\$
Revenue	266,124,086	215,470,016
Cost of sales	(216,151,653)	(179,742,481)
<b>Gross profit</b>	<b>49,972,434</b>	<b>35,727,535</b>
Other income	(42,546,539)	(32,000,279)
<b>Operating result</b>	<b>7,425,894</b>	<b>3,727,256</b>
Financial income	5,380,079	3,526,968
Financial costs	(13,188,064)	(8,635,739)
Share of profit of equity accounted investments	7,064,879	(236,475)
Foreign currency exchange gain (loss)	(150,199)	(17,234)
Gain (loss) from inflation indexed unit	(2,499,546)	136,188
Book Value/Market Value Income	0	0
<b>Non operating result</b>	<b>(3,392,850)</b>	<b>(5,226,291)</b>
<b>Profit (loss) before tax</b>	<b>4,033,044</b>	<b>(1,499,036)</b>
Income tax expense	(886,638)	(798,059)
<b>Profit (loss) from continuing operations</b>	<b>3,146,406</b>	<b>(2,297,095)</b>
(Loss) from discontinued operations	338,139,675	35,925,976
<b>Non-Insurance activity profit</b>	<b>341,286,081</b>	<b>33,628,882</b>
<b>INSURANCE ACTIVITY</b>		
Net income from interests and adjustments	114,784,728	94,938,188
Net premiums income	198,605,018	168,716,866
Costs of sales	(262,735,623)	(244,891,026)
Operating expenses	(10,169,376)	(8,528,934)
<b>Operating result</b>	<b>40,484,748</b>	<b>10,235,094</b>
<b>Non operating result</b>	<b>(12,002,042)</b>	<b>2,384,604</b>
<b>Profit (loss) before tax</b>	<b>28,482,705</b>	<b>12,619,698</b>
Income tax expense	(4,271,442)	(4,237,572)
<b>Insurance activity profit (loss)</b>	<b>24,211,263</b>	<b>8,382,126</b>
<b>BANKING ACTIVITY</b>		
Net interest income	9,579,807	0
Net fee and commission income	1,674,080	0
Other operating income	5,559,943	0
Provision for loan losses	(2,465,557)	0
<b>Net operating income</b>	<b>14,348,274</b>	<b>0</b>
Operating expenses	(11,576,657)	0
<b>Operating result</b>	<b>2,771,617</b>	<b>0</b>
<b>Non operating result</b>	<b>5,155</b>	<b>0</b>
<b>Profit (loss) before tax</b>	<b>2,776,772</b>	<b>0</b>
Income tax expense	(277,026)	0
<b>Banking activity profit (loss)</b>	<b>2,499,746</b>	<b>0</b>
<b>Profit (loss) for the period</b>	<b>367,997,090</b>	<b>42,011,008</b>
<b>Profit attributable to owners of the parent company</b>	<b>359,469,707</b>	<b>28,002,337</b>
<b>Profit attributable to non-controlling interest</b>	<b>8,527,383</b>	<b>14,008,671</b>

<sup>1</sup> Figures expressed in US\$ in accordance to the closing exchange rate as of April 1<sup>st</sup>, 2016 (Ch\$669.80/US\$)



## ASSETS

ASSETS	March 2016	December 2015
<b>NON-INSURANCE ACTIVITY ASSETS</b>		
<b>Current assets:</b>	<b>Th. US\$</b>	<b>Th. US\$</b>
Cash and cash equivalents	271,137	113,648
Other financial current assets	164,245	83,257
Trade and other receivables, net	138,899	139,166
Other current assets	55,039	52,194
<b>Total Current Assets</b>	<b>629,320</b>	<b>388,265</b>
<b>Non current assets:</b>		
Investments accounted under the equity method	420,539	22,658
Property, plant and equipment	419,726	438,931
Other non current assets	183,246	840,564
<b>Total non current assets</b>	<b>1,023,511</b>	<b>1,302,153</b>
<b>TOTAL NON-INSURANCE ACTIVITY ASSETS</b>	<b>1,652,831</b>	<b>1,690,418</b>
<b>INSURANCE ACTIVITY ASSETS</b>		
Cash and bank deposits	337,405	243,311
Financial Investments	6,101,334	6,127,112
Real estate investments	1,189,573	1,152,268
Single Investment Account (SIA) Investments	245,597	236,130
Reinsurance debtors	88,351	92,313
Other assets	185,192	196,746
<b>Total insurance activity assets</b>	<b>8,147,451</b>	<b>8,047,881</b>
<b>BANKING ACTIVITY ASSETS</b>		
Cash and deposits in banks	71,552	73,516
Cash items in process of collection	192,366	44,620
Trading investments	343,796	267,772
Loans and account receivables from customers, net	1,255,316	1,206,948
Available for sale investments	83,894	30,059
Other assets	181,217	187,216
<b>Total insurance activity assets</b>	<b>2,128,141</b>	<b>1,810,132</b>
<b>TOTAL ASSETS</b>	<b>11,928,423</b>	<b>11,548,430</b>

## LIABILITIES AND EQUITY

LIABILITIES AND SHAREHOLDERS' EQUITY	March 2016	December 2015
<b>NON-INSURANCE ACTIVITY LIABILITIES</b>		
<b>Current liabilities</b>	<b>Th. US\$</b>	<b>Th. US\$</b>
Other current financial liabilities	459,605	453,507
Trade and other accounts payables	258,756	176,897
Other current provisions	55,347	51,776
Other current liabilities	14,655	27,532
<b>Total current liabilities</b>	<b>788,363</b>	<b>709,711</b>
<b>Non current liabilities</b>		
Other non current financial liabilities	438,563	452,510
Other non current liabilities	9,571	95,452
<b>Total non current liabilities</b>	<b>448,134</b>	<b>547,963</b>
<b>TOTAL NON-INSURANCE ACTIVITY LIABILITIES</b>	<b>1,236,498</b>	<b>1,257,674</b>
<b>INSURANCE ACTIVITY LIABILITIES</b>		
Pension insurance reserve	6,905,888	6,788,139
Other insurance reserves	317,825	306,228
Payable premiums	30,394	33,894
Banks liabilities	193,428	315,403
Other liabilities	83,046	45,544
<b>Total insurance activity liabilities</b>	<b>7,530,581</b>	<b>7,489,208</b>
<b>BANKING ACTIVITY LIABILITIES</b>		
Deposits and other demand liabilities	144,139	130,002
Cash items in process of being cleared	183,339	27,761
Time deposits and other time liabilities	1,317,347	1,167,960
Interbank borrowings	90,223	107,267
Issued debt instruments	92,781	91,216
Other liabilities	114,643	104,128
<b>Total insurance activity liabilities</b>	<b>1,942,470</b>	<b>1,628,334</b>
<b>TOTAL LIABILITIES</b>	<b>10,709,549</b>	<b>10,375,216</b>
<b>EQUITY</b>		
Paid-in capital	358,095	358,095
Accumulated profit/loss	155,740	154,789
Gain (loss) for the period	359,470	108,214
Share premium	703	703
Other equity participations	(824)	-
Other reserves	127,118	135,514
<b>Equity attributable to owners of the parent company</b>	<b>1,000,303</b>	<b>757,316</b>
Non-controlling interests	218,572	415,899
<b>TOTAL EQUITY</b>	<b>1,218,875</b>	<b>1,173,215</b>
<b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY</b>	<b>11,928,423</b>	<b>11,548,430</b>

## STATEMENT OF CASH FLOW

STATEMENT OF CASH FLOW	March 2016	March 2015
<b>Cash flows from (used in) operating activities:</b>		
<b>NON-INSURANCE ACTIVITY</b>	<b>Th. US\$</b>	<b>Th. US\$</b>
Proceeds from sale of services	304,989,857	287,660,670
Payments to suppliers related to the provision of goods and services	(91,956,396)	(74,721,063)
Payments to and on behalf of employees	(47,605,427)	(45,873,338)
Proceeds for premiums and healthcare services, annuities and other obligations arising	(157,995,348)	(148,852,922)
Other cash inflows (outflows)	5,661,738	16,439,851
<b>Net cash from (used in) operating activities (Non-Insurance Activity)</b>	<b>13,094,424</b>	<b>34,653,198</b>
<b>INSURANCE ACTIVITY</b>		
Income from insurance and coinsurance premiums	215,639,053	184,650,917
Income from financial assets at fair value	2,134,683,043	1,134,793,937
Income from financial assets at amortization cost	853,028,683	843,822,486
Annuity and claims payments	(186,157,802)	(166,467,796)
Payments from financial assets at fair value	(2,113,540,064)	(1,197,736,645)
Payments from financial assets at amortization cost	(737,030,829)	(708,169,901)
Other cash inflows (outflows)	(29,716,079)	(48,940,418)
<b>Net cash from (used in) operating activities (Insurance Activity)</b>	<b>136,906,005</b>	<b>41,952,578</b>
<b>BANKING ACTIVITY</b>		
(Increase) decrease in loans and account receivables	(126,934,515)	-
Increase (decrease) in deposits and other term deposits	195,548,706	-
Other cash inflows (outflows)	(20,638,586)	-
<b>Net cash from (used in) operating activities (Banking Activity)</b>	<b>47,975,605</b>	<b>0</b>
<b>Total net cash from (used in) operating activities</b>	<b>197,976,033</b>	<b>76,605,776</b>
<b>Cash flows from (used in) investing activities:</b>		
<b>NON-INSURANCE ACTIVITY</b>		
Cash flows from the loss of control of subsidiaries or other businesses	366,181,990	-
Cash flows used to obtain control of subsidiaries or other businesses	(542,196,345)	(746,491)
Proceeds from the sale of other entities' equity and other financial instruments	19,837,611	56,600,100
Payments to acquire other entities' equity and other financial instruments	(97,177,472)	(59,932,777)
Proceeds from sale of property, plant and equipment	291,227	-
Acquisitions of property, plant and equipment	(2,692,162)	(4,747,419)
Other cash inflows (outflows)	(3,927,950)	(13,841,795)
<b>Net cash from (used in) investing activities (Non-Insurance Activity)</b>	<b>(259,683,101)</b>	<b>(22,668,382)</b>
<b>INSURANCE ACTIVITY</b>		
Proceeds from investment properties	12,251,968	12,463,919
Payments from investment properties	(33,280,339)	(29,975)
Other cash inflows (outflows)	(75,096)	14,165
<b>Net cash from (used in) investing activities (Insurance Activity)</b>	<b>(21,103,467)</b>	<b>12,448,110</b>
<b>BANKING ACTIVITY</b>		
Investments in fixed assets	(76,176)	-
Divestments in fixed assets	1,030,532	-
Other cash inflows (outflows)	(7,285,375)	-
<b>Net cash from (used in) investing activities Banking Activity)</b>	<b>(6,331,020)</b>	<b>0</b>
<b>Total net cash from (used in) investing activities</b>	<b>(287,117,587)</b>	<b>(10,220,272)</b>

## STATEMENT OF CASH FLOW (Continuation)

STATEMENT OF CASH FLOW	March 2016	March 2015
<b>Cash flows from (used in) financing activities:</b>		
<b>NON-INSURANCE ACTIVITY</b>	<b>Th. US\$</b>	<b>Th. US\$</b>
Proceeds from long-term loans	802,811	1,257,092
Proceeds from short-term loans	552,993,692	17,096,987
Total proceeds from loans	553,796,503	18,354,079
Proceeds from capital issuances	376,603	-
Payment of loans	(10,076,815)	(8,744,000)
Payment of financial lease liabilities	(2,974,975)	(1,470,181)
Dividends paid	(11,568,549)	(13,596,020)
Interests paid	(25,651,533)	(21,783,862)
Other cash inflows (outflows)	(654,040)	217,220
<b>Net cash from (used in) financing activities (Non-Insurance Activity)</b>	<b>503,247,195</b>	<b>(27,022,764)</b>
<b>INSURANCE ACTIVITY</b>		
Bank Loans	65,185,140	50,652,923
Other proceeds from financing activities	62,809,270	40,034,598
Other payments from financing activities	(156,222,744)	(54,940,093)
Dividends paid	-	-
Interests paid	(38,510)	(1,762,505)
Other cash inflows (outflows)	(19,433,392)	-
<b>Net cash from (used in) financing activities (Insurance Activity)</b>	<b>(47,700,236)</b>	<b>33,984,924</b>
<b>BANKING ACTIVITY</b>		
Bank Loans	-	-
Bonds payments	-	-
Other long term financing	-	-
Dividends paid	-	-
Other cash inflows (outflows)	(1,126,786)	-
<b>Net cash from (used in) financing activities Banking Activity)</b>	<b>(1,126,786)</b>	<b>0</b>
<b>Total net cash from (used in) financing activities</b>	<b>454,420,173</b>	<b>6,962,160</b>
Net increase (decrease) in cash and cash equivalents before the effect of changes in the exchange rate	365,278,619	73,347,665
Effect of exchange rate fluctuations on cash and cash equivalents	(12,393,783)	1,286,351
<b>Net increase (decrease) on cash and cash equivalents</b>	<b>352,884,836</b>	<b>74,634,016</b>
<b>Cash and cash equivalent at the beginning of the period</b>	<b>413,536,820</b>	<b>289,887,699</b>
<b>Cash and cash equivalent at the end of the period</b>	<b>766,421,656</b>	<b>364,521,715</b>

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