

BANCO DE CHILE DURING 2002

CORPORATE AND LARGE COMPANIES MARKET

By the end of the year 2002, the merger process had created a Corporate Banking Division with assets for Ch\$ 2.3 billion and a large market share for all the products and services that this segment demands.

Through efficient portfolio segmentation and development of new products and services, we were able to provide superior service and tailored solutions that respond to the specific needs of our demanding customers.

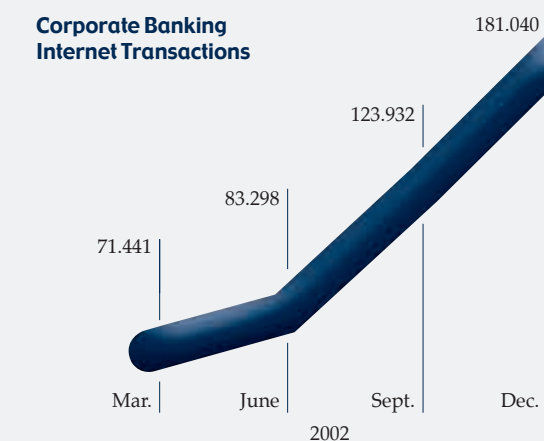
To maximize the Bank's relationships with their corporate customers, during the year 2002 a strategy was implemented that boosted the offering of a broad range of products and services, setting targets in respect of Leasing, Factoring, Foreign Trade, Derivatives, Insurance Brokerage, Securities Brokerage, Mutual Funds, Financial Advisory Services and Securitization, in addition to cash management services, such as Payroll, Supplier Payment and Collection services.

Thus, during the reporting period, in addition to the conclusion of important credit operations with the largest corporations in the country, significant efforts were made in the area of Financial Advisory Services to large corporations, and leasing and factoring operations achieved highly satisfactory results.

Foreign trade operations represented nearly US\$ 800, reaching an 18.6 percent market share by the end of the period, more than exceeding the combined 15.3 percent share that both banks had in December 2001.

The Corporate Service area is still one of the fundamental pillars of comprehensive customer service in this segment and also vital to the success of management efforts made during this period. This area serviced more than 2,300 customers, covering all their cash management needs by offering payroll services, supplier payments, receivables collection and the Internet-based Banconexión services. It should be noted that in providing these services, Banco de Chile effected 430,000 monthly payment transactions and 1.6 million collection transactions, involving monthly flows of some Ch\$ 500 billion. Moreover, corporate customers effected more than 700,000 monthly transactions via the self-service electronic channels.

In the area of Special Agency Services, Banco de Chile ends the reporting period as the absolute market leader in its capacity of bondholders' representative, and custodian of ADRs, Investment Funds and other instruments.



Through efficient portfolio segmentation and development of new products and services, Corporate Banking Division was able to provide superior service and tailored solutions that respond to the specific needs of their demanding customers.



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