



Corporations and Large Companies Market

In 2001, the corporate and large companies market completed a new period of successful results by achieving all of the set goals, both in terms of business growth and risk level.

These results were obtained thanks to the permanent application of the strategic guidelines established by Banco de Chile with respect to this market - an ongoing focus on maintaining long-term relationships with customers, sustained high-quality products, and efficient after-sale service.

In this market, Banco de Chile's leadership is based on specialization by industrial sector - which enables

it to meet corporate needs with the sophisticated and wide range of products offered by the Bank and



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- On-line News

affiliates - and the use of leading technology to generate efficient solutions.

In this permanent effort to create, develop and enhance products and services for this market, for 2001 we may highlight the ongoing development of the supplier payment service via Internet, a broader range of payment options, such as visa purchase,

supplemented with corporate factoring and the incorporation of this service to the value chain of the B2B e-purchasing process.

Banco de Chile in 2001

On the other hand, we have developed the most advanced on-line payment system for tax collections via Internet (VAT, customs, and taxes), which has enabled us to offer increased agility and security in these operations.

To facilitate corporate customers' operations, during 2001 we have also developed a comprehensive collection model that offers a wide range of media and channels to manage account and invoice collection.

Thus, Banco de Chile may set up payment means on its customers' portals or else present on its own portal accounts and

invoices, thus facilitating and fully automating collection management. In addition, Banconexión, the Bank's private e-channel for corporate customers, provides all the tools for collection data exchange through the Automatic Bill Payment System (PAC).

Banco de Chile has thus ended a new stage ratifying its leadership position in the corporate and large business market segment, which has

distinguished it within the Chilean banking sector and consolidated the strategic bases that shall continue to support this position.

