

AFP Habitat S.A. announces Consolidated Financial Results Year 2011

PRINCIPAL FINANCIAL RESULTS OF THE PERIOD

- Pre-tax results related to the Company's ordinary operations¹ for the year ended December 2011 amounted to Ch\$ 71,759MM, representing a 23.9% increase (Ch\$ 13,864MM) in comparison to the previous year's figure.
- Pre-tax results related to other activities unrelated to the Company's ordinary operations² were negative (Ch\$ - 4,177MM) compared to a positive Ch\$ 31,997MM shown in 2010.
- Net income for the period totaled Ch\$ 61,654 million, 25.0% lower (Ch\$ 13,824MM) than the amount registered in 2010.

Principal Financial Figures (Year Ended December 2011)

Ch\$ Millions	Jan -Dec 2011	Jan-Dec 2010	Var.	Var. %
<i>REVENUES (from ordinary operations)</i>	109,905	97,855	12,051	12.3%
<i>OPERATING EXPENSES</i>	-40,604	-39,897	707	1.8%
<i>OTHER REVENUES AND EXPENSES</i>	2,458	-63	2,521	-
<i>GAINS/ LOSSES (PRE-TAX), from ordinary operations</i>	71,759	57,895	13,864	23.9%
<i>LIFE AND DISABILITY INSURANCE EXPENSE S</i>	3,764	10,742	-6,978	-65.0%
<i>PROFITS FROM RELATED ENTITIES</i>	2,259	1,751	508	29.0%
<i>GAINS/ LOSSES ON RESERVE REQUIREMENTS</i>	-1,846	19,504	-21,350	-
<i>GAINS/ LOSSES (PRE-TAX), Other Activities</i>	4,177	31,997	-27,350	-86.9%
<i>INCOME TAX</i>	-14,282	-14,414	-132	-0.9%
<i>NET INCOME</i>	61,654	75,478	-13,824	-18.3%
<i>EBITDA</i>	77,832	91,261	-13,429	-14.7%
<i>EBITDAE (³)</i>	79,678	71,757	7,922	11.0%

¹ Results before tax related to the Company's ordinary operations include: revenues related with the ordinary operations (revenues from fees, income of services and collections), Operating Expenses (employee related expenses, administrative, sales and marketing, IT development costs, depreciation and amortization) and other revenues and expenses (earnings in investments and financial expenses).

² The pre-tax results related to other activities unrelated to the Company's ordinary operations include: life and disability expenses (premiums, financial revenues, positive and negative adjustments), profit from related entities and gains or losses on reserve requirements

³ EBITDAE: Corresponds to EBITDA minus gains on reserve requirements

2011 - YEAR END HIGHLIGHTS

Return on Investment Performance

According to the most recently released statistics by the Superintendencia de Pensiones related to returns on investments at December 2011 (oficio N° 1799), Habitat's pension funds obtained first (1st) place in all funds (A to E) for the last 60 months (period between January 2007 – December 2011).

For the last 36 months (period Jan 2009 – Dec 2011), Habitat attained a first (1st) place for funds A, B and C, as well as first (1st) place for the last 12 months (period Jan 2011 – Dec 2011) for funds D and E.

The Company's excellent investment performance resulted in an award from "Fund Pro Latin Asset Management", for the best performance in the 5 funds for 12 months ended June 2011. Habitat also received an award for the best return on investment for funds B and C, which together capture the biggest number of affiliates and AUM.

The following tables depict return on investment for the last 12, 36 and 60 months.

Return on investment for the last 60 months (January 2007 – December 2011); figures stated in percentages based on UF values

AFP	Fund A Riskier (%)	Fund B Risky (%)	Fund C Intermediate (%)	Fund D Conservative (%)	Fund E More Conservative (%)
<i>CAPITAL</i>	-1.40	0.44	1.50	2.73	4.38
<i>CUPRUM</i>	-1.60	0.44	2.06	2.80	3.88
<i>HABITAT</i>	-0.70	1.26	2.56	3.34	4.44
<i>PLANVITAL</i>	-1.08	0.85	2.05	2.60	3.13
<i>PROVIDA</i>	-1.53	0.32	1.45	2.65	3.41

AFP Modelo: ROI performance excluded AFP Modelo: operations for this AFP initiated in August 2010.

Return on investment performance is no guarantee for funds future performance.

Return on investment for the last 36 months (January 2009 – December 2011); figures stated in percentages based on UF values

AFP	Fund A Riskier (%)	Fund B Risky (%)	Fund C Intermediate (%)	Fund D Conservative (%)	Fund E More Conservative (%)
<i>CAPITAL</i>	11.60	10.51	8.34	7.37	6.74
<i>CUPRUM</i>	12.63	11.50	9.34	7.70	6.72
<i>HABITAT</i>	13.38	11.73	9.38	7.66	6.71
<i>PLANVITAL</i>	12.71	10.77	8.41	6.45	5.24
<i>PROVIDA</i>	12.36	10.93	8.48	6.97	5.76

Return on investment for the last 12 months (January 2011 – December 2011); figures stated in percentages based on UF values

AFP	Fund A Riskier (%)	Fund B Risky (%)	Fund C Intermediate (%)	Fund D Conservative (%)	Fund E More Conservative (%)
<i>CAPITAL</i>	-11.68	-7.95	-4.18	-0.52	4.27
<i>CUPRUM</i>	-10.64	-6.96	-3.72	-0.16	3.98
<i>HABITAT</i>	-10.66	-7.15	-3.07	0.82	4.80
<i>MODELO</i>	-9.39	-6.23	-2.92	0.30	4.18
<i>PLANVITAL</i>	-10.57	-7.25	-3.55	0.23	3.68
<i>PROVIDA</i>	-11.59	-8.00	-4.16	0.02	4.19

The year 2011 was characterized by uncertainty and volatility in the financial markets reflecting the economic situation in both American and European economies; this complicated scenario influenced the pension funds performance resulted in variable returns among the 5 funds.

In case of risky funds, year 2011 began with a relative optimism in the developed market, driven by solid economic signal and prospects of a new year of economic recovery, which meant that these funds reach record high in April for fund A and in May for fund B. This scenario changed by the disturbing news coming from Europe and signs of global economic slowdown, spurred a rapid change in the investors behavior. Thus, there was a significant rise in volatility, a strong aversion to risk and the subsequent search of safety assets, leading to significant falls in prices of risky assets and low in the quotas of funds.

For more conservative funds, year began with the currency intervention of the Central Bank which led to negative performance in these funds, however, this were reversed quickly.

Finally, both fund D and E obtained interesting returns performance explained by the good behavior of fixed income, both global and local, steered by the interest of the global economic authority to maintain or reduce the interest rates, boosting the investor's interest in less volatility assets.

Technological Developments and Processes

During the 2011, the Company successfully implemented its new operating software, "Technological Renovation", designed to update and improve the internal systems for individual account management, as well as to achieve greater capacity to adapt to regulatory changes, increase productivity levels, minimize human intervention and errors, and to improve overall levels of customer service.

Habitat is continually working to achieve the highest standards of quality and in 2011, the Company received its IOS certification for its pension fund accounting procedures. Thus, AFP Habitat is one of the first AFPs to obtain this certification.

In 2011 also made the launch of the enterprise risk management assessment. The project's main goal is to create a risk management model that allows the Company to identify inherent risks, evaluates its controls, create and implement actions to decrease risk.

Quality Services and Contacts with Customers

Throughout the year 2011, Habitat continued providing excellent quality service to our clients, in line with its corporate mission to offer excellent pension fund management and service.

4 markets research analyses were released in 2011 related to customer perceptions & satisfaction by Adimark and Procalidad. Adimark published reports where Habitat ranked 1st place in terms of brand preference. In the Procalidad reports obtained 2nd place in general satisfaction within the AFP Industry.

To provide an excellent service to our affiliates, the Company attends customer, through 27 branches and 16 service centers, as well as via its telephone service. During the year, the Company received 861,000 calls and attended over 1.7 million customers in its offices.

Over 2.2 million certificates were generated for customers through the self-service "Habi-Express" machines and over 2.4 million clients contacted the Company via web, completing a total of 12.2 million virtual transactions.

During the year 2011, Habitat enhanced its website, adding more applications in order to expedite client requests. The Company started showing a new image, focusing on new modern graphics and an orientation towards pension education.

An an effort to reach out its clients in 2010 Habitat began offering web access via smart mobile phones. During the year 2011 customers effected a total of 76,000 transactions through this channel.

In another innovation to better serve our pensioned clients, Habitat added 307 cashier stations by which customers receive their pension payments.

COMPARATIVE ANALYSIS OF RESULTS

Year end 2011 versus Year end 2010

Revenues (from ordinary operations)

Total revenues related to the Company's ordinary operations rose 12.3% (Ch\$12,051 MM) as compared to the amount registered in 2010, reflecting the greater revenues from fees amounting to Ch\$109,095 MM (a 12.3% increase). The increase (Ch\$ 12,212 million) resulted from a greater number of contributors as well as a higher average salary base which directly impacts the compulsory savings fee; additionally, the Company increased its amounts in both APV and CAV AUM and increased the quantity of pensions paid.

REVENUES (from ordinary operations) (Ch\$ MM)	Jan - Dec 2011	Jan - Dec 2010	Var.	Var. %
TOTAL REVENUES FROM FEES	109,095	96,884	12,212	12.3%
COMPULSORY SAVINGS FEE	102,261	91,030	11,230	12.3%
VOLUNTARY CONTRIBUTION ACCOUNT FEE (CAV)	2,008	1,703	306	18.0%
VOLUNTARY PENSION SAVINGS ACCOUNT FEE (APV)	2,018	1,797	221	12.3%
PENSIONS FEE	2,809	2,354	455	19.3%
OTHER REVENUES	809	971	-162	-16.7%
TOTAL	109,905	97,855	12,051	12.3%

Remuneration and Employee Related Expenses

Remuneration and employee related expenses amounted to Ch\$ 20,530 MM in 2011, which is 1.2% (or Ch\$ 240 MM) below the amount for 2010; the principle explanation for this difference is the lower average of number of employees; during 2011, the Company had some challenges filling vacancies in face of the strong labor market conditions.

REMUNERATION AND EMPLOYEE RELATED EXPENSES (Ch\$ MM)	Jan - Dec 2011	Jan - Dec 2010	Var.	Var. %
ADMINISTRATIVE SALARIES	-10,613	-9,277	1,337	14.4%
SALES FORCE SALARIES	-5,323	-5,499	-176	-3.2%
SHORT TERM EMPLOYEE BENEFITS	-3,413	-4,784	-1,371	-28.7%
OTHER PERSONNEL COSTS	-1,181	-1,211	-30	-2.5%
TOTAL	-20,530	-20,770	-240	-1.2%

Operating Expenses

The operating expenses category includes costs related to marketing, IT and administrative expenses. The total amount for this category was Ch\$ 18,178 MM, 2.4% higher (or Ch\$ 419 MM) compared to 2010.

OTHER OPERATING EXPENSES (Ch\$ MM)	Jan - Dec 2011	Jan - Dec 2010	Var.	Var. %
MARKETING COSTS	-1,641	-2,182	-542	-24.8%
IT COSTS	-1,779	-1,660	120	7.2%
ADMINISTRATIVE COSTS	-13,511	-12,713	798	6.3%
OTHER EXPENSES+IT DEVELOPMENT COSTS	-1,249	-1,205	44	3,5%
TOTAL OPERATING EXPENSES	-18,178	-17.759	419	2.4%

The increase in this category primarily reflects the higher administrative costs reflecting the increased costs for account management activities related to the greater number of contributors. This rise was partially offset by lower marketing costs.

Depreciation and Amortization

The expenditures corresponding to depreciation and amortization showed a growth of Ch\$ 527MM in 2011, which is 33.2% above the previous year's figure. This increased reflects higher amortization costs due to the implementation of the new account management software.

Other Revenues and Expenses

Other revenues and expenses (related to the company's investments, as well as revenues and expenses unrelated to the Company's normal operations) reached a positive net amount of Ch\$ 2,458MM, versus a net negative amount in 2010 (Ch\$ 63MM). The 2011 amount can be explained by a higher return on investment, partially offset by a reduction in donations (in 2010, Habitat donated Ch\$ 836 MM toward earthquake repairs).

Life and Disability Expenses (SIS)

In July 2009, the AFPs began jointly bidding for disability insurance coverage for their affiliates, and consequently each company eliminated its individual risk related to this coverage. The revenue and expense activity registered in 2011 corresponds to deferred payment expenses relating to

contributions made prior to July 2009 as well as positive adjustments (revenues) and negative adjustments (expenses) from the still valid contracts.

In 2011, the net SIS posted a 65.0% YoY decrease, from Ch\$10,742MM in 2010 to Ch\$ 3,764 in 2011. The lower result was principally due to lower positive adjustments made in 2011 triggered by a drop in the interest rate used to calculate the disability pensions.

LIFE AND DISABILITY EXPENSES (Ch\$ MM)	Jan - Dec 2011	Jan - Dec 2010	Var.	Var. %
FINANCIAL REVENUES FROM CONTRACTS	1,111	1,880	-769	-40.9%
POSITIVE ADJUSTMENTS FROM CONTRACTS	3,470	9,214	-5,744	-62.3%
NEGATIVE ADJUSTMENTS FROM CONTRACTS	-592	0	592	-
PREMIUMS	-225	-353	-127	-36.0%
TOTAL	3,764	10,742	-6,978	-65.0%

Profits from Equity Accounted Associates

AFP Habitat has holdings in the following companies: Invesco International S.A (18.44%); Administradora de Fondos de Cesantía (23.1%); Servicios de Administración Previsional S.A. Previred (23.14%); Inversiones DCV S.A. (16.41%).

The earnings reported by the accounted associates amounted to Ch\$ 2,259 MM, 29.0 % higher (or Ch\$ 508 MM) compared with the 2010 result, and reflects in great part the improved performance of the Administradora de Fondos de Cesantía (AFC) and Servicios de Administración Previsional (Previred).

Gains on Reserves Requirements

Pursuant to Article 37 of the Pension System Law DL 3.500, all AFPs are required to maintain a reserve account equivalent to 1% of the total AUM and in the same proportion to the distribution of amounts among the Company's five pension funds. For the 2011 period, the losses on reserve requirements amounted to Ch\$ 1,846MM, versus gains in 2010 (Ch\$ 19,504MM).

Pension fund and reserve fund performance was directly impacted by the uncertainty and volatility of the financial markets due to the situation that has affected both American and European economies.

Income Tax Expenses

The tax expenses totaled Ch\$ 14,287 MM in 2011, 0.9% lower (or Ch\$ 769MM) than the amount registered at 2010.

Net Profit

The net profit for the year amounted to Ch\$ 61,654 million, 18.3% lower (or Ch\$ 13,824MM) than the amount registered at 2010.

While 2011 was full of notable achievements and the AFP's principal business had an excellent performance spurred by the growing labor market and a low unemployment rate, which resulted in higher revenues and efficient operations, the Company's net result was also negatively impacted by the performance of its non-operating activities.

Statement of Financial Position Analysis

Assets

Total assets at December 31, 2011 reached Ch\$248,610 MM increasing Ch\$9,311MM, (or 3.9%) with respect to December 31, 2010, reflects 9.0% higher currents assets (Ch\$ 4,106) and greater noncurrent assets equivalent to Ch\$ 5,205MM (or 2.7%).

➤ Current Assets

Current assets totaled Ch\$49,882MM in December 2011, which entails a 9.0% rise as compared to December 2010, mainly caused by higher cash and cash equivalents due to the changes in the investments of the Company's financial resources, partially offset by a decrease in receivable accounts from insurance companies related to positive adjustments from the still valid life and disability contracts.

➤ Non-Currents Assets

Non-current assets accounted Ch\$198,728 MM, posting a 2.7% YoY increase (or Ch\$ 5,205MM) due to the higher value of the reserves (Ch\$ 4,827) related to the higher AUM of the pension funds.

Total Liabilities and Shareholder Equity

Total liabilities amounted to Ch\$39,014MM and Shareholder Equity totaled Ch\$209,596MM, (the sum totaled Ch\$ 248,610) increasing 3.9% (or Ch\$9,311MM) with respect to December 2010; the difference reflects lower current liabilities (Ch\$7,982MM) and lower non-current liabilities (Ch\$559MM) offset by higher Shareholders' Equity (Ch\$17,852MM).

➤ Current Liabilities

Current liabilities at December 2011 totaled Ch\$22,292MM, decreasing 26.4% with respect to the amount registered at year end 2010, mainly due to lower accounts payable (Ch\$3,710MM) due to lower dividend commitments existing at December 2010, and lower provisions (Ch\$4,272 MM) related to employee benefits due to changes on the compensation schedule for the employees of the Company introduced in 2011.

➤ Non-Current Liabilities

Non-current liabilities at December 2011 registered a 3.2% YoY decrease (or Ch\$559MM) with respect to the balance at December 2010, due exclusively to the negative variation of accrued taxes from reserve requirements (Ch\$537MM).

➤ *Shareholder´s Equity*

At December 2011, Shareholder´s Equity totaled Ch\$209,596MM, higher in Ch\$17,852MM (or 9.3%) than the balance registered at December 2010; the increase corresponds to higher net profits than the dividends payment.

INCOME STATEMENT

<i>Ch\$ MM</i>	Jan - Dec 2011	Jan - Dec 2010	VAR.	VAR. %
REVENUES (Ordinary operations)	114,486	108,949	5,537	5.1%
- Revenues Ordinary operations ⁴	109,905	97,855	12,051	12.3%
- Other Revenues ⁵	4,581	11,094	-6,514	-58.7%
GAINS (LOSS) ON RESERVE REQUIREMENTS	-1,846	19,504	-21,350	-
LIFE AND DISABILITY INSURANCE	-817	-353	464	131.8%
- Premiums	-225	-353	-127	-36.0%
- Negative Adjustments	-592	0	592	-
REMUNERATION AND EMPLOYEE RELATED EXPENSES	-20,530	-20,770	-240	-1.2%
DEPRECIATION AND AMORTIZATION	-1,896	-1,369	527	38.5%
IT DEVELOPMENT COSTS	-517	-299	218	72.9%
OPERATING EXPENSES	-17,662	-17,459	-202	1.2%
FINANCIAL COSTS	-13	-2	-11	-
INCOME (LOSS) FROM INVESTMENTS	2,245	983	1,261	128.2%
SHARE OF THE PROFIT (LOSS) FROM EQUITY ASSOCIATES	2,259	1,751	508	29.0%
EXCHANGES DIFFERENCES	32	0	32	-
RESULT ON INDEXED UNIT ADJUSTMENTS	188	55	133	243.8%
OTHER NON-OPERATING REVENUES	262	40	222	550.6%
OTHER NON-OPERATING EXPENSES	-255	-1,139	-884	-77.6%
PROFIT (LOSS) BEFORE TAX	75,936	89,893	-13,956	-15.5%
INCOME TAX EXPENSES	-14,282	-14,414	-132	-0.9%
NET PROFIT (LOSS)	61,654	75,478	-13,824	-18.3%

⁴ Revenues (ordinary Operations) include: Revenues from fees, services and collections

⁵ Other revenues include: SIS financial revenues, and SIS positive adjustments

BALANCE SHEET

<i>Ch\$ MM</i>	<i>DEC-11</i>	<i>DEC-10</i>	<i>VAR.</i>	<i>VAR. %</i>
CURRENTS ASSETS	49,882	45,776	4,106	9.0%
Cash and cash equivalents	39,958	35,070	4,888	13.9%
Other current assets	9,924	10,707	-782	-7.3%
NON-CURRENT ASSETS	198,728	193,523	5,205	2.7%
Reserve requirements	176,376	171,549	4,827	2.8%
Other non-currents assets	22,352	21,974	378	1.7%
TOTAL ASSETS	248,610	239,299	9,311	3.9%

<i>Ch\$ MM</i>	<i>DEC-11</i>	<i>DEC-10</i>	<i>VAR.</i>	<i>VAR. %</i>
CURRENT LIABILITIES	22,292	30,274	-7,982	-26.4%
NON-CURRENT LIABILITIES	16,722	17,281	-559	-3.2%
Accrued taxes from reserve requirements	16,063	16,600	-537	-3.2%
Other non-current liabilities	659	681	-22	-3.2%
SHAREHOLDER 'S EQUITY	209,596	191,744	17,852	9.3%
TOTAL LIABILITIES & SHAREHOLDER 'S EQUITY	248,610	239,299	9,311	3.9%

APPENDIX

AFP HABITAT BACKGROUND

AFP Habitat is one of six pension fund administrators in the Chilean pension industry, managing individual obligatory pension accounts as well as voluntary savings (which includes the APV and voluntary savings (CAV) accounts)) and programmed withdrawal plans.

Compulsory Pension Savings

The compulsory pension savings for individual affiliates comprises monthly contribution payments equivalent to 10% of a person's gross income. For the year 2011, the monthly contributions were made on salaries up to 66 UF, the 2012 limit is UF 67.4.

The AFPs receive a percent commission fee over the aforementioned monthly taxable salary base, which ranges in the industry from 1.14% to 2.36%; Habitat's current commission charge amounts to 1.36%.

At December 2011, the AFP industry had a total of 8,957,495 affiliates and 5,008,158 contributors. AFP Habitat's market share amounted to 24.4% y 25.4%, respectively, positioning it as the second largest out of the six industry participants.

The average contributor/affiliate ratio for the months between January and December 2011 for Habitat amounted to 56.4%, versus 54.3% for the same period in 2010; this increase is mainly steered by improvements in the domestic labor market.

As for the 2011 average salary base of AFP Habitat's contributors⁶, this amount reached 22.9 UF⁷ posting a 5.5% YoY growth, surpassing the 3.8% increase registered by the AFP system.

Total assets under management for the AFP industry reached Ch\$ 69,592,477 million at December 31st, 2011 (USD 133 billion), growing 1.2% over 2010. Habitat registered a market share of 25.3% of the total AUM in 2011, higher than the 25.1% attained in 2010.

⁶ Avg. contributor's salary base: Total salary base / contributors. Total salary base: Internal calculation based on information provided by the Superintendencia de Pensiones; Total salary base : (quantity of monthly contributors * average monthly salary base) + (quantity of contributors for other months * (average monthly salary base/2)) and the quantity of contributors of the period.

⁷ 31 December 2011: UF1 = Ch\$ 22,294; F/X: US\$1 = Ch\$521.45 UF22.9=US\$ 979

	AFP HABITAT December 2011	MS %
Nº OF AFFILIATES	2,167,343	24.2%
Nº OF CONTRIBUTORS	1,247,369	24.9%
MONTHLY TOTAL SALARY BASE (UF) ⁽⁸⁾	28,593,383	26.0%
ASSETS UNDER MANAGEMENT (Ch\$ MM)	17,893,159	25.4%

Source: Superintendencia de Pensiones

The competitive environment during year 2011 was marked by the change provoked by the pension reform wherein one new AFP won the first bid for new affiliates for a 2 year period. Given that the reform assures the incorporation of all first time labor market entrances to the new AFP.

Voluntary Affiliates

Starting in October 2008 and pursuant to the Pension Reform, individuals that do not perform income-generating activities have been able to participate in the AFP system as voluntary affiliates.

At December 2011, a total of 113,296 voluntary affiliates were registered in the AFP system. At that date, AFP Habitat had a 10.3% market share in terms of the quantity of voluntary affiliate accounts and a 10.4% market share in terms of AUM.

Voluntary Pensions Savings (APV, or Ahorro Previsional Voluntario)

The voluntary pensions savings category includes both individual (APV) and collective (APVC) savings products, both designed to increase future pension amounts over those achieved via the compulsory pension savings; for both of these products, there exist tax incentives.

The APV has increased significantly since its regulatory modification in 2002, and has become an attractive segment for the different non-AFP authorized financial institutions that are allowed to offer the APV product. Currently, APV products are offered by the 6 AFPs as well as banks, insurance companies, mutual funds managers, housing funds and stockbrokers.

Beginning January 2011, an annual limit of 900 UF was established for "employer agreed deposits" eligible for tax benefits; prior to 2011, there was no such restriction.

The AFPs are authorized to charge an annual management fee for AUM in APV and APVC accounts. Within the AFP industry, the current commission ranges from 0.5% and 0.7%; Habitat's commission charge equals 0.55%.

⁸Avg. contributor's salary base: Total salary base / contributors. Total salary base: Internal calculation based on information provided by the Superintendencia de Pensiones; Total salary base : (quantity of monthly contributors * average monthly salary base) + (quantity of contributors for other months * (average monthly salary base/2)) and the quantity of contributors of the period.

The most recent figures available regarding total APV funds managed among the authorized entities correspond to September 2011; at that date, APV funds under management totaled Ch\$ 3,032,142 million (2.7%, lower than December 2010, due to lower returns on investment in 2011). At September 2011, AFP Habitat registered 18.4% of market share of this total.

Considering the APV AUM held among the 6 AFP, at December 2011, AFP Habitat reached a 18.7% market share in terms of quantity of APV accounts and a 30.7% market share of assets under management, placing AFP Habitat as one of the leader in this category.

Voluntary Savings Account (CAV)

Although CAV can be utilized as savings to increase an individual's future pension, its primary purpose is as a short and a medium term savings program. Only the AFPs are allowed to offer the CAV product; nevertheless, other financial institutions such as banks and mutual fund managers offer savings and investments alternatives that compete against the CAV product.

Pursuant to changes in the Pension Reform, AFPs are permitted to charge an annual fee over the CAV's AUM; the current fee in the industry ranges from 0.6% and 0.95% per year (VAT included); AFP Habitat's current fee is 0.95%.

On a yearly basis, total AUM in CAV for the entire AFP industry decreased 6.9%, due to the 2011 returns on investments and the increase in the number of withdrawals triggered by the less than desirable fund performance. The AUM registered by the 6 AFP totaled Ch\$ 722,570MM.

AFP Habitat reached at December 2011 a CAV AUM of Ch\$ 243,491, implying a leading market share of 33.7. Average balance per "active" account ⁹ for the Company was Ch\$ 1.2MM.

	AFP HABITAT December 2011	MS %
NUMBER OF CAV ACCOUNTS (7)	206,879	22.3%
CAV AUM (Ch\$ MM)	243,491	33.7%

Source: Superintendencia de Pensiones

Programmed Withdrawals Plans

At the time of an individual's pension, the AFPs offer two products: a programmed withdrawal plan or deferred annuity. These products compete against life insurance companies (offering a life

⁹ Active account = account with balance greater than Ch\$0

annuity product) in cases wherein affiliate has sufficient funds to finance pension over the basic solidarity pension amount (Ch\$ 78,000 approximately).

In December 2011, the total number of pensions paid by the AFPs under the programmed withdrawal and deferred annuity alternatives totaled 522,912 pensions, with an average pension amount of 6.3 UF; at that date, AFP Habitat paid out 93.453 pensions, representing a market share of 17.9%; the average pension amount paid by AFP Habitat was 7.2 UF, 15.0% higher than the industry average.

In the same month, life insurance companies paid out 444,050 annuities with an average amount of 10.10 UF.