SAAM ANNOUNCES RESULTS FOR SECOND QUARTER 2017

Santiago, August 4, 2017

- The Company posted net income of US$ 35.5 million for the second quarter of 2017. These results were strongly influenced by US$26.9 million in non-recurring income mainly from the sale of Tramarsa S.A. Excluding non-recurring effects, earnings for the second quarter of the year totaled US $ 8.5 million.

- In April 2017, SAAM sold its minority interest (35%) in Tramarsa S.A. for US$124 million and reported an extraordinary gain of US$32.6 million. As a result of this transaction, the equity-method results of this company were not recorded by SAAM in May and June 2017.

- During the quarter, the Company posted sales of US$176.6 million and EBITDA of US$49.1 million, down -0.9% and -6.1%, respectively, compared to the second quarter of 2016, explained mainly by the sale of Tramarsa S.A. and reduced operating income from the Towage Division. Tramarsa S.A. posted for SAAM a recurring income of US$ 12 million for the year 2016.

- Some highlights during the quarter include the inauguration of infrastructure expansions and the awarding of new, important contracts at Terminal Portuario Guayaquil (TPG).

- Another highlight for the quarter was SAAM's purchase of 15% of Iquique Terminal Internacional (ITI). With this acquisition, SAAM now owns 100% of this terminal.

- The last item worth mentioning is SAAM's restructuring into three business areas in order to manage its businesses more efficiently.

Financial Statement	2Q2017	2Q2016	Δ%	YTD 2017	YTD 2016	Δ%
Income (1)	**176.569**	**178.122**	**-0,9%**	**356.487**	**351.072**	**1,5%**
Towage	63.619	70.549	-9,8%	128.140	136.073	-5,8%
Port	84.463	66.933	26,2%	163.743	131.128	24,9%
Logistics	28.486	40.640	-29,9%	64.605	83.871	-23,0%
Opereting Results (1)	**23.701**	**29.857**	**-20,6%**	**47.153**	**59.350**	**-20,6%**
Towage	9.277	16.059	-42,2%	19.883	29.422	-32,4%
Port	14.564	13.901	4,8%	27.020	27.267	-0,9%
Logistics	(139)	(103)	35,6%	251	2.661	-90,6%
EBITDA (1)	**49.138**	**52.305**	**-6,1%**	**98.507**	**104.023**	**-5,3%**
Towage	20.356	27.476	-25,9%	42.885	51.944	-17,4%
Port	26.357	22.474	17,3%	50.503	44.364	13,8%
Logistics	2.426	2.355	3,0%	5.119	7.714	-33,6%
Profit	**35.489**	**14.459**	**145,4%**	**43.607**	**29.153**	**49,6%**
Subsidiary Profit	2.888	3.743	-22,8%	3.983	6.908	-42,3%
Affiliates Profits (2)	5.624	10.716	-47,5%	12.647	22.245	-43,1%
non-recurring income (3)	26.977	0	---	26.977	0	---

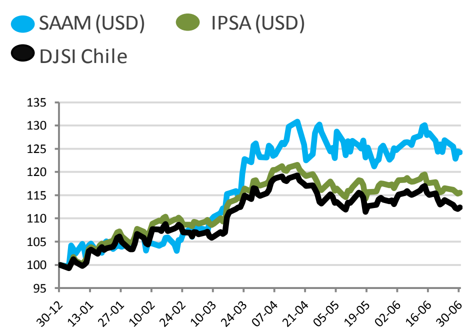
(1) Consolidated + affiliates at proportional value; (2) Profit attributable to non controlling interest

(3) Non-recurring income: Mainly sold of Tramarsa

Ticker: SMSAAM
Santiago Exchange

Price (12/30/2016)	CLP 51.61
Price (06/30/2017)	CLP 61.00
Market Cap (06/30/2017)	MCLP$ 593,944
Market Cap (06/30/2017)	MUS$ 894

YTD 2017 Total Return Gross Dividends



YTD 2017 Gross Dividends	CLP	US$(*)
SAAM	20,4%	22,2%
IPSA	15,2%	16,9%
US$(*)	---	-1,6%

(*) Dólar Interbancario

EBITDA Mg (1)	2Q2017	2Q2016	YTD 2017	YTD 2016
Total SAAM	27,8%	29,4%	27,6%	29,6%
Towage	32,0%	38,9%	33,5%	38,2%
Port	31,2%	33,6%	30,8%	33,8%
Logistics	8,5%	5,8%	7,9%	9,2%

Ratios	2Q2017	2Q2016
ROE (1)(3)	9,3%	10,5%
ROA (1)(3)	5,1%	6,1%
Leverage (1)	0,62	0,48
NFD/ EBITDA (2)(3)	1,17	1,73

(1) Consolidated

(2) Consolidated + Affiliate

(3) Last twelve month

(*) NFD does not include accounting records of liabilities due to port concessions.

Investor Relations Contacts

Paula Raventós
Head of Investor Relations
praventos@saamsa.com

Fernando Lyon
Investor Relations
flyons@saamsa.com

CONTENTS

Analysis of Subsidiaries and Associates [1]

QUARTERLY FINANCIAL SUMMARY 3-4

ACCUMULATED FINANCIAL SUMMARY 5-6

TOWAGE DIVISION – HIGHLIGHTS AND RESULTS 7-8

PORT TERMINALS DIVISION – HIGHLIGHTS AND RESULTS 9-10

LOGISTICS DIVISION - HIGHLIGHTS AND RESULTS 11

(1) Consolidated information at 100% and associates at equity-method value

Consolidated Analysis

QUARTERLY FINANCIAL SUMMARY 12

CONSOLIDATED ASSETS AND LIABILITIES 13

CONSOLIDATED CASH FLOWS... 14

MARKET ANALYSIS 15

RISK FACTORS 16-17-18

CONSOLIDATED FINANCIAL INDICATORS 19

SALES

2Q2017 / 2Q2016: Sales for the quarter fell 0.9% YoY to US$176.6 million as a result of drops in sales in the Logistics and Towage divisions of 29.9% and 9.8%, respectively. The Logistics Division reported reduced revenue as it adapted to its new strategy, while the Towage Division was affected mainly by decreased revenue from Mexico, Uruguay and Peru. The Port Terminals Division saw a 26.2% rise in revenue mainly because of the addition of Terminal Puerto Caldera (SPC / SPGC) and increased volumes at Terminal Portuario de Guayaquil (TPG). As a result of the sale of Tramarsa, that company's equity-method income was not recorded by SAAM in May and June 2017, which affected all three divisions in comparison to the same period in 2016. The negative variation in revenue from Tramarsa between the second quarter of 2016 and 2017 was US$15.8 million.

EBITDA

2Q2017 / 2Q2016: EBITDA for the quarter totaled US$49.1 million, down 6.1% from the same period last year. The decrease is mainly the result of reduced operating income from the Towage Division, particularly from Mexico, Brazil, Uruguay and Peru. The Port Terminals Division saw a 17.3% rise in EBITDA mainly because of the addition of Terminal Puerto Caldera and increased volumes at Terminal Portuario de Guayaquil. As with sales, as a result of the disposal of Tramarsa, that company's equity-method results were not recorded by SAAM in May and June 2017, which affected all three divisions. The negative variation in EBITDA attributable to the sale of Tramarsa between the second quarter of 2016 and 2017 was US$4.8 million.

Financial Statement (Ths US$)	2Q2017	2Q2016	Δ%	Δ
Income (*)	176.569	178.122	-0,9%	-1.553
Operating Result (*)	23.701	29.857	-20,6%	-6.156
EBITDA (*)	49.138	52.305	-6,1%	-3.167

(*) Consolidated plus affiliates at proportional value

NET INCOME

↑ 2Q2017 / 2Q2016:

SAAM posted US$ 35.5 million in net income, up US$ 21.0 million as a result of non-recurring income of US$ 26.9 million.

Excluding the extraordinary effects and the gain from Tramarsa, net income for the quarter fell 35.2% with respect to the same quarter last year, totaling US$7.2 million. The decrease in net income from subsidiaries is due to the adaptation processes in the Logistics Division as a result of changes in its business strategy and to reduced results from the Towage Division mainly in Uruguay, Chile and Mexico. The drop in net income from associates is explained by decreased results from San Antonio Terminal Internacional (STI), due to reduced activity and a more competitive environment; and reduced earnings from Remolcadores Brasil.

The decrease in net income from Tramarsa is explained by the sale of that company in April 2017, resulting in it no longer being accounted for in May and June 2017.

Financial Statement (Ths US$)	2Q2017	2Q2016	Δ%	Δ
Subsidiary Profit (1)	2.888	3.743	-22,8%	-855
Affiliates Profit (2)	4.389	7.487	-41,4%	-3.098
Profit (1)+(2)	7.277	11.230	-35,2%	-3.953
Non-recurring income	26.977	0	---	26.977
Tramarsa Profit	1.235	3.229	-61,8%	-1.994
Profit attributable to equity holders of parent	35.489	14.459	145,4%	21.030

SALES

Accumulated June-2017 / June-2016: Sales increased 1.5% as compared to the first six months of the prior year, totaling US$356.5 million. The increase is explained by increased income from the Port Terminals Division, including: Puerto Caldera (SPC / SPGC), which was acquired in February 2017, and Terminal Portuario de Guayaquil (TPG). The increase in this division's revenue managed to offset the drop in revenue in the Logistics and Towage divisions; and reduced revenue due to the sale of Tramarsa S.A..

EBITDA

Accumulated June-2017 / June-2016: EBITDA for the period totaled US$98.5 million, down 5.3% from the same period last year. The decrease is the result of reduced operating income from the Towage Division, affected mainly by Brazil, Mexico and Uruguay; and a decrease in results from Logística Chile attributable to the process of adapting to its new business strategy.

Financial Statement (Ths US$)	YTD 2017	YTD 2016	Δ%	Δ
Income (*)	356.487	351.072	1,5%	5.415
Operating Result (*)	47.153	59.350	-20,6%	-12.197
EBITDA (*)	98.507	104.023	-5,3%	-5.516

(*) Consolidated plus affiliates at proportional value

NET INCOME

Accumulated June-2017 / June-2016

SAAM posted US$ 43.6 million in net income, up US$ 14.5 million as a result of non-recurring income of US$ 26.9 million. This non-recurring gain is explained by the sale of Tramarsa S.A., which generated a gain of US$30.5 million after taxes, and a loss of US$3.6 million due to closing of some operations in Logística Chile.

Excluding the extraordinary effects and the gain from Tramarsa, net income for the period fell 47.6% with respect to the same period last year, totaling US$11.8 million. The decrease in net income from subsidiaries is due to the adaptation processes in the Logistics Division as a result of changes in its business strategy and to reduced results from the Towage Division mainly in Uruguay and Mexico. The drop in net income from associates is explained mainly by decreased results from San Antonio Terminal Internacional (STI), due to reduced activity and a more competitive environment; and reduced earnings from Remolcadores Brasil.

Financial Statement (Ths US$)	YTD 2017	YTD 2016	Δ%	Δ
Subsidiary Profit (1)	3.983	6.908	-42,3%	-2.925
Affiliates Profit (2)	7.866	15.704	-49,9%	-7.838
Profit (1)+(2)	11.849	22.612	-47,6%	-10.763
Non-recurring income	26.977	0	---	26.977
Tramarsa Profit	4.781	6.541	-26,9%	-1.760
Profit attributable to equity holders of parent	43.607	29.153	49,6%	14.454

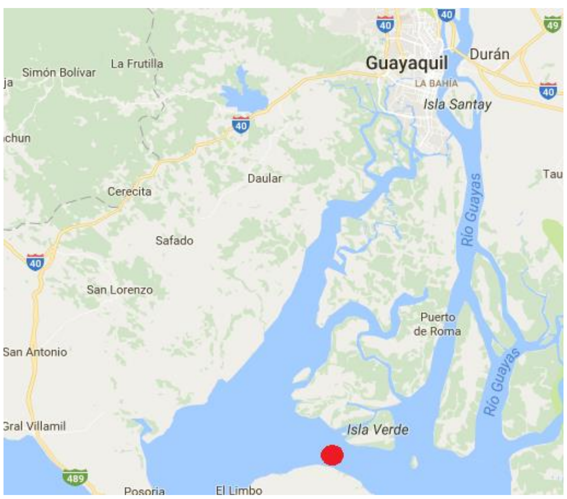
(*) Consolidated plus affiliates at proportional value

As of June 2017, SAAM boasts a fleet of 161 towboats based in over 70 ports in 11 countries, making it the fourth largest tugboat operator in the world and the leading supplier of these services in Latin America. It currently has construction orders on four tugboats in Brazil.

Towage Division Highlights 2Q2017

- Operations in two new ports in Brazil
- Construction orders for two new tugboats in Brazil
- Drop in contracts with PEMEX in Mexico
- Salvage assistance for San Bartolomé vessel in Ecuador

Salvage in Ecuador: On 02-23-2017 the vessel Isla Bartolomé ran aground near Puna Island, eight nautical miles from Posorja, in the Guayas River in Ecuador. The general cargo vessel was transporting 160 containers from Guayaquil to the Galapagos Islands (cabotage). The SAAM Group (SAAM Chile, Tramarsa and Ecuastibas), in partnership with SMIT Salvage, one of the largest salvage companies in the world, were engaged to refloat the vessel, recover the cargo and safely tow it to port.



Place of accident

Vessel “Isla Bartolomé” 02-23-2017 (Source: El Telégrafo Ecuador)

SALES

↓ **2Q2017 / 2Q2016:** The Towage Division reported revenue of US$63.6 million, marking a reduction of 9.8% YoY, due mainly to Peru (affected by the sale of Tramarsa in May 2017) and reduced revenue from Mexico and Uruguay. In Mexico, revenue was affected by a smaller number of offshore contracts. Uruguay was affected mainly by a drop in special maneuvers.

EBITDA

↓ **2Q2017 / 2Q2016:** The Towage Division posted EBITDA of US$20.4 million, down 25.9% YoY, due mainly to reduced operating income in Mexico, Uruguay, Brazil and Peru. The reduced operating income is explained mainly by a smaller number of offshore contracts in Mexico; a smaller number of special services in Uruguay, a rise in costs in Brazil and decreased operating income in Peru as a result of the sale of Tramarsa in April 2017. Despite the division’s fall in EBITDA, it boasted increases in operating income from Costa Rica and Ecuador explained by a larger number of port maneuvers.

	2Q2017	2Q2016	Δ%	Δ
Income Ths US$ (1)	63.619	70.549	-9,8%	-6.930
Operating result Ths US$ (1)	9.277	16.059	-42,2%	-6.782
EBITDA Ths US$ (1)	20.356	27.476	-25,9%	-7.120
# Maneuvers (1)	23.251	23.058	0,8%	193
# Maneuvers (2)	27.590	28.362	-2,7%	-772
# Tugboats (1)	134	148	-9,3%	-14
# Tugboats (2)	161	186	-13,4%	-25

(*) Consider Tugboats underconstruction

(1) Consolidated plus affiliates at proportional value

(2)Figures at 100%

With a network of 11 ports in six countries in the Americas, SAAM is the fourth largest port operator in the region. This division has operations in Mexico, the United States, Colombia, Ecuador and Costa Rica.

Highlights of the Port Terminals Division during the second quarter of 2017 include:

- On June 14, 2017, the newly expanded infrastructure at Terminal Portuario de Guayaquil (TPG) was inaugurated at a ceremony attended by authorities and executives from the port and shipping industries. This new infrastructure doubles the port's container transfer capacity. The extension included purchasing two new STS cranes (Super Post Panamax), the tallest operating in Ecuador; 5 RTG cranes, which operate in the port's yards; extending the dock by 120 meters; a 30-year lease on 4.7 hectares for support areas; and the addition of a bulk terminal. The Company invested a total of US$ 60 million in these projects between 2016 and 2017. In addition, TPG signed several new contracts, which will enable it to offer its customers a larger variety of routes and, therefore, provide better service. As a result of these changes, the port is expected to triple its volume of cargo transferred.

- On June 9, 2017, SAAM purchased 15% of Iquique Terminal Internacional (ITI), giving it 100% ownership of this port. The Company paid US$ 11.0 million for the 15% stake acquired from Grupo de Empresas Navieras (GEN). The transaction is part of SAAM's strategy to increase investments in assets where it controls management.

- Puerto Caldera integration plan finalized with better-than-expected results during the first semester of 2017.

Expansion of Terminal Portuario de Guayaquil (TPG), Hamburg Project

SALES

↑ **2Q2017 / 2Q2016:** The division reported revenue of US$84.5 million for the quarter, reflecting an increase of 26.2% YoY. The rise in the division's sales is mainly the result of the addition of the new terminal, Puerto Caldera (SPC / SPGC), which was incorporated into the business portfolio in February 2017, and increased revenue from Terminal Portuario de Guayaquil (TPG) as a result of the rise in volumes of cargo transferred following investments to expand infrastructure and the awarding of several important contracts. This division reported a considerable increase in revenue despite not recording revenue from Tramarsa in May and June 2017.

EBITDA

↑ **2Q2017 / 2Q2016:** The Port Terminals Division posted EBITDA of US$26.4 million for the quarter, reflecting an increase of 17.3% YoY. This increase is due mainly to the addition of Puerto Caldera and a strong performance from Terminal Portuario de Guayaquil (TPG), which reported an important increase in tons transferred, up 97.2% from the prior quarter. In addition, operating income for the quarter was also affected by the sale of Tramarsa, which was excluded from accounting in May and June 2017. Lastly, it is also important to mention the drop in net income from San Antonio Terminal Internacional (STI) and San Vicente Terminal Internacional (SVTI) as a result of lower volumes and tighter competition.

	2Q2017	2Q2016	Δ%	Δ
Income Ths US$ (1)	84.463	66.933	26,2%	17.530
Operating result Ths US$ (1)	14.564	13.901	4,8%	663
EBITDA Ths US$ (1)	26.357	22.474	17,3%	3.883
Tons Transferred (1)	6.646.916	4.977.301	33,5%	1.669.615
Tons Transferred (2)	10.274.732	9.563.931	7,4%	710.801
TEUs Trasnferred (1)	555.246	414.731	33,9%	140.515
TEUs Transferred (2)	816.927	691.639	18,1%	125.288
Port Terminals (2)	11	11	0,0%	0

(1) Consolidated plus affiliates

(2) Figures at 100%

SALES

↓ **2Q2017 / 2Q2016:** The division recorded revenue of US$28.5 million, down 29.9% YoY, explained by the restructuring processes that the division is undergoing to implement its new supply chain business strategy focused on transportation, storage and special services for specific industries. Logística Chile closed its maritime agencying business as well as its deposit and repair businesses in Iquique and Talcahuano. This quarter it was also strongly affected by not recording revenue from Tramarsa in May and June 2017.

EBITDA

↑ **2Q2017 / 2Q2016:** The Logistics Division posted EBITDA of US$2.4 million in the second quarter of 2017. The rise in EBITDA can be attributed to Logística Chile despite the closure of its maritime agencying business and its deposit and repair businesses in Iquique and Talcahuano. EBITDA from associates for the second quarter was lower as a result of eliminating Tramarsa in May and June 2017, despite increased EBITDA from Aerosan. The results show a stable tendency with respect to the last quarters. The Division is moving forward in their target of obtaining new long term contracts related to the transport and warehousing business

	2Q2017	2Q2016	Δ%	Δ
Income Ths US$ (1)	28.486	40.640	-29,9%	-12.154
Operating result Ths US$ (1)	-139	-103	35,6%	-37
EBITDA Ths US$ (1)	2.426	2.355	3,0%	71

(1) Consolidated plus affiliates at proportional value

SALES

↑ **2Q2017 / 2Q2016:** Sales for the quarter increased 16.4% YoY, totaling US$115.1 million. This rise is explained mainly by increased revenue from the Port Terminals Division, offset by reduced revenue from Logística Chile and the Towage Division. Highlights in the Port Terminals Division include the addition of Puerto Caldera in February 2017 and increased revenue from Terminal Portuario de Guayaquil (TPG), which reported a 92.7% increase in tons transferred with respect to the second quarter of the prior year.

EBITDA

↑ **2Q2017 / 2Q2016:** EBITDA for the period totaled US$29.6 million, up 23.0% YoY. The rise in EBITDA is mainly due to the Port Terminals Division, which increased US$10.4 million mainly because of the addition of Puerto Caldera in February 2017, and a strong performance from Terminal Portuario de Guayaquil (TPG). It is important to mention that all consolidated terminals (TPG, FIT, ITI and TMAZ) reported increased EBITDA.

OTHER OPERATING INCOME AND EXPENSES

↑ **2Q2017 / 2Q2016**: Other operating income (expenses by function) shifted from –US$ 739 thousand for the second quarter of 2016 to +US$ 67 million for the second quarter of 2017, mainly as a result of the sale of the Company's 35% minority interest in Tramarsa S.A. (before taxes).

EXCHANGE DIFFERENCES

↓ **2Q2017 / 2Q2016:** Exchange differences decreased from +US$716 thousand for the second quarter of 2016 to -US$ 881 thousand for the second quarter of 2017. This is explained mainly by the appreciation of the Chilean peso, which negatively impacted the Group's Chilean companies with a liability position in local currency, and the appreciation of the Mexican peso, which negatively impacted the Group’s Mexican companies with a liability position in local currency.

FINANCE COSTS

↓ **2Q2017 / 2Q2016:** Finance costs increased by US$ 696 thousand as a result of refinancing short-term liabilities with long-term debt and the UF-US$ interest rate swap taken out to mitigate the impact of exchange rate variations on the first bond issuance in January 2017 (Instruments BSAAM-B and BSAAM-C).

TAXES

↓ **2Q2017 / 2Q2016:** Income taxes increased US$ 39.8 million with respect to the second quarter of the prior year mainly as a result of taxes paid on the sale of the Company's 35% minority interest in Tramarsa S.A. in April 2017.

↑ **Current Assets June-2017 / March-2016:** Current assets increased US$ 81.6 million due to an increase in cash and cash equivalents, mainly as a result of the sale of the Company's 35% minority interest in Tramarsa.

↓ **Non-Current Assets June-2017 / March-2016:** Non-current assets decreased by US$ 70.0 million as a result of the sale of the Company's 35% minority interest in Tramarsa S.A., which is no longer accounted for in "equity-method investments".

↑ **Current Liabilities June-2017 / March-2016:** Current liabilities increased by US$34.5 million, explained by the tax provision (US$ 33.2 million as of June 2017) recorded for the sale of the Company's 35% minority interest in Tramarsa S.A.

↓ **Non-Current Liabilities June-2017 / March-2016:** Non-current liabilities decreased US$ 7.3 million mainly due to reduced bank debt.

Balance US$ thousands	1Q2017	2Q2017	Δ %	Δ
Cash and cash equivalents	148.043	229.625	55,1%	81.582
Other current assets	154.522	160.594	3,9%	6.072
Current assets	**302.565**	**390.219**	**29,0%**	**87.654**
Property, plant & equipment (net)	476.945	487.366	2,2%	10.421
Other non-current assets	647.687	575.310	-11,2%	-72.377
Non-current assets	**1.124.632**	**1.062.676**	**-5,5%**	**-61.956**
Total assets	**1.427.197**	**1.452.895**	**1,8%**	**25.698**
Other current financial liabilities	37.199	43.826	17,8%	6.627
Current concession liabilities	3.479	3.833	10,2%	354
Other current liabilities	90.929	118.397	30,2%	27.468
Current liabilities	**131.607**	**166.056**	**26,2%**	**34.449**
Other non-current financial liabilities	284.413	280.411	-1,4%	-4.002
Non-current concession liabilities	26.977	27.127	0,6%	150
Other non-current liabilities	87.657	84.223	-3,9%	-3.434
Non-current liabilities	**399.047**	**391.761**	**-1,8%**	**-7.286**
Total liabilities	**530.654**	**557.817**	**5,1%**	**27.163**
Equity attributable to equity holders of p	742.197	747.644	0,7%	5.447
Minority interest	154.346	147.434	-4,5%	-6.912
Total equity	**896.543**	**895.078**	**-0,2%**	**-1.465**
Total equity and liabilities	**1.427.197**	**1.452.895**	**1,8%**	**25.698**

US$ thousands	YTD 2017	YTD 2016	Δ%	Δ
Operating cash flow	21.233	23.426	-9,4%	-2.193
Investments cash flow	68.548	-24.127	-384,1%	92.675
Financial cash flow	-3.443	355	-1069,9%	-3.798
Others	258	-137	-288,3%	395
Total	86.596	-483	-18028,8%	87.079

Detail of Financing Cash Flows June-2017:

For the six months ended June 30, 2017, dividends paid and/or earnings distributed totaled US$ 34.5 million, consisting of dividend payments from Sodiedad Matriz SAAM S.A. (US$ 29.7 million), Florida International Terminal, Llc (US$ 1.2 million), Sociedad Portuaria Granelera de Caldera S.A. (US$ 156 thousnad), Sociedad Portuaria de Caldera S.A. (US$ 2.6 million) and Iquique Terminal Internacional S.A. (US$ 901 thousand).

The Company secured US$ 35.3 million in long-term financing through its indirect subsidiary Inarpi S.A. (MUS$ 25.3 million) and SAAM Operadora de Puertos Estiba y Desestiba Costa Rica S.A. (US$ 10 million). In addition, cash flows used to repay financial liabilities totaled US$ 116.1 million, made by the direct subsidiary SAAM S.A. (US$ 100.4 million), Inmobiliaria Marítima Portuaria Spa (US$ 71 thousand), Saam Remolques S.A. de C.V. (US$6.0 million), SAAM Smit Marine Canadá Inc. (US$ 698 thousand), Iquique Terminal Internacional S.A. (US$ 2.8 million), Inarpi S.A. (US$ 1,9 million), Sociedad Portuaria Granelera de Caldera S.A. (US$ 1.4 million), Sociedad Portuaria Caldera S.A. (US$ 1.1 million) and Terminal Marítima Mazatlán S.A. de C.V. (US$1.8 million).

On January 17, 2017, SAAM completed a bond placement (series B and C) through a dutch auction on Santiago Exchange. The cash flows obtained from this placement totaled US$ 115 million, net of related expenses.

Detail of Investing Cash Flows June-2017:

Disbursements for purchases of property, plant and equipment as of June 30, 2017, totaled MUS$ 36,481 and included MUS$ 1,512 in value added tax (VAT) paid on the investments and MUS$ 888 for assets purchased in 2016, but paid in 2017.

Disbursements for purchases of intangible assets as of June 30, 2017, totaled MUS$ 4,335 and included MUS$ 195 in value added tax (VAT) paid on the investments.

The sale value agreed for items of property, plant and equipment as of June 30, 2017, was US$ 5,9 million, of which US$ 2.6 million corresponds to land in Alto Hospicio sold by Inmobiliaria Marítima Portuaria SpA in 2016, for which payment was received in February 2017 and US$ 500 thousand in advance payment on the sale of the vessel Huasteca.

Other cash inflows of US$ 11,4 million correspond to cash and cash equivalents acquired in the business combination to purchase 51% of Sociedad Portuaria de Caldera S.A of US$ 2,8 million and Sociedad Portuaria Granelera de Caldera S.A. of US$ 9.7 million, less investments made in time deposits maturing in more than 90 days of US$ 1.1 million.

Cash flows from dividends received as of June 30, 2017, totaled US$ 24.7 million.

On May 3, 2017, the indirect subsidiary Inversiones Misti S.A., sold its entire shareholding in Trabajos Marítimos S.A., for US$ 124 million.

On June 9, 2017, the Company acquired 15% of Iquique Terminal Internacional (ITI) for US$11 million.

COMMENTARY

SAAM and its subsidiaries make annual estimates of market share for the different segments where they do business. These estimates are based mainly on an analysis of available information, which includes internal operations and sales data, industry reports from regulators and other reports obtained from the market.

TOWAGE

Each towage market has its own particular characteristics due to variations in regulations between free markets, markets limited to concessions or private contracts. Operators may compete daily and/or through public or private bidding processes with the main global towage operators, such as Svitzer, Smit, Boluda, as well as regional players like Wilson Sons, Intertug, Ultratug, CPT Remolcadores, among others.

PORT TERMINALS

SAAM and its subsidiaries have a market share of 38% in terms of total tons transferred (35% in 2016) and approximately 50% in containers handled (49% in 2016). In the United States, this segment boasts market share of around 24% of total containers transferred (20% in 2016), where its main direct competitor in Miami is CROWLEY. In Guayaquil, Terminal Portuario Guayaquil is the second largest operator with 31% market share in tons handled (14% in 2016), behind CONTECON, its main competitor

LOGISTICS

This division concentrates most of its operations in Chile, a market where its main competitors in Supply Chain services are: DHL; Sitrans; Kuehne+Nagel; Loginsa; APL Logistics; Agunsa and Logística S.A

FINANCIAL RISK

It is the risk that changes in rates and market prices, for example fluctuations in exchange rates or interest rates, affect SAAM's or its subsidiaries' revenues or the value of financial instruments held by them. The objective of financial risk management is to manage and control exposure to this risk within reasonable parameters and at the same time, optimize profitability.

SAAM tries to maintain a balance in its net financial positions in SAAM and subsidiaries that will minimize the effects of the exchange rate risk that the Company is exposed to in Chile, Mexico and Brazil. Whenever it is not possible to achieve this equilibrium, financial derivatives (Forwards) are contracted so that they will allow an efficient management of these risks. In general, SAAM seeks to apply hedge accounting to diminish the volatility in results generated by the existence of exposed positions of net assets and liabilities in foreign currency.

CREDIT RISK

Credit risk is the risk of financial loss caused if a client or a counterpart of a financial instrument, fails to comply with its contractual obligations. This is especially sensitive in the accounts receivable from customers of SAAM and subsidiaries. When credits will be granted to customers, the latter are financially evaluated by a committee in order to reduce the risks of non-payment. Credits granted are periodically reviewed in order to implement the controls defined by established policies and to monitor the status of outstanding accounts receivable.

Services to customers are performed under market conditions, which are simple credits for no longer than 90 days on average. These transactions are not concentrated in relevant clients, on the contrary, the clients of SAAM and subsidiaries are quite fragmented, which allows distributing the risk.

In addition, SAAM have a credit insurance policy that covers current and future credit sales for services rendered in Chile.

SKILLED LABOR

The ability to compete successfully depends on the ability to attract and retain highly skilled labor. The loss of its services, or the inability to hire and retain key personnel may have an adverse effect on SAAM financial performance. Furthermore, the ability to operate tugboats, port terminals and offer logistics services depends on the capacity to attract and retain qualified and experienced personnel.

On the other hand, notwithstanding maintaining good relations with employees, the risks of strikes, work stoppages or other conflicts with trade unions or workers, may not be ruled out. In the event that a stoppage takes place, this could have an adverse effect in the Company's performance.

INCREASE IN COMPETITION

The various structural and technological changes in the shipping and port sector, could constantly push up rates and operating costs. This implies permanent review of internal processes in order to continuously optimize them.

Competition in port terminals, towage and logistics in which SAAM operates, involves factors such as price, service, safety statistics and reputation, quality and availability of services for the customer. A reduction in the rates offered by competitors may cause SAAM to reduce its own and reduce the use of use of its services, which will negatively affect its results.

In addition, consolidation of the shipping industry and verticalization of clients' operations might cause the loss of some business. Companies with significant shipping operations could decide to carry out certain functions that are currently provided to them by SAAM, instead of continue to use its services. The decision of any of its key clients to verticalize its operations could have a negative influence in the use of its services, which would impact its results.

Also, the increasing competition and the imposition of regulatory standards in some countries, force to make strong investments both in tugboats and in land equipment, in order to avoid the risk of obsolescence and lack of productivity. It should be noted that the percentage of SAAM tugboats with azimuth technology has grown steadily from 30% in 2004 to 73% by March 2017.

RENEWAL OF CONCESSIONS

The non-renewal of some port concessions is a long-term risk and will depend on future market conditions and on negotiations with port authorities. This could affect revenues, especially in the case of San Antonio Terminal Internacional, which matures in 2024. However, all remaining port concessions have been renewed. This was conditional to having reached and maintained a certain operational standard, which was fully complied with by SAAM in its places of operation. In addition, SAAM has concessions in the towage business in Mexico, and Costa Rica, being the first one completed renewed

ECONOMIC CYCLE

The demand for SAAM's services depends largely on the levels of international trade and, in particular, on the shipping industry in the export and import of goods, especially those handled in the port terminals under concession. Downturns in the economic cycle could adversely affect operational results, because during economic crises or periods of diminished activity, the shipping companies could experience a reduction in their cargo volumes. In spite of this, SAAM is well positioned to face these cycles through a relevant geographic and business diversification.

ACCIDENTS AND NATURAL DISASTERS

The fleet and equipment used in port terminals and in the logistics area are at risk of damages or loss due to such events as mechanical failure, installation flaws, fires, explosions and collisions, accidents at sea and human error. In addition, assets may also be affected as a result of earthquakes, tsunamis, or other natural disasters. However, SAAM, through its subsidiaries and Associates, have contracted insurance with ample coverage to mitigate damages.

ENVIRONMENTAL STANDARDS

Ports, tugboats and logistics operations are subject to extensive environmental laws. Failure to comply with these laws may result in the imposition of administrative sanctions. Said penalties may include, among others, the closure of facilities that do not comply, cancellation of operation licenses, and the imposition of sanctions and fines when the companies act with negligence or recklessness with regard to environmental issues. Approval of tougher environmental laws and regulations could require making additional investments to comply with these regulations and, therefore, alter investment plans. To mitigate this risk, SAAM and its subsidiaries have subscribed third-party liability insurance for damages and/or fines for pollution associated to its fleet of tugboats.

RISKS BY POLITICAL AND ECONOMIC CONDITIONS

A significant part of SAAM's assets are located in Chile. Also, around 42% of consolidated sales, considering affiliates at their proportional value, originate in Chilean operations. Consequently, business results depend significantly on economic conditions in Chile. Future evolution of Chilean economy could have adverse effects on SAAM's financial condition or results, and could limit the ability to develop its business plan. The Chilean State has had, and continues to have, a substantial influence on many aspects of the private sector and in the past has modified monetary, fiscal, and tax policies, as well as other regulations that have effects on the economy.

Besides Chile, SAAM has operations in Peru, Ecuador, Mexico, Brazil, Colombia, Uruguay, Guatemala, Costa Rica, Panama, Canada and the United States. Some of these countries have gone through periods of political and economic instability during recent decades, periods in which governments have intervened in business and financial aspects with effects on foreign investors and companies. It is not possible to state that these situations could never recur in the future, or that they could happen in a new country where SAAM enters, and therefore, adversely affect the operations of the Company in these countries.

	Unit	jun-17	jun-16
Ownership			
Shares outstanding	N°	9.736.791.983	9.736.791.983
Controlling Group- Luksic Group	%	52,2%	50,8%
Stock price	$	61	49,00
Liquidity performance			
Liquidity ratio (1)	times	2,35	1,99
Acid test (2)	times	2,16	1,83
Leverage			
Razón de endeudamiento	times	0,62	0,48
Short term debt	%	30%	32%
Long term debt	%	70%	68%
Interest coverage	times	14,13	8,12
Return			
Earning per share	US$	0,00447858	0,00299411
ROE (6)	%	9,3%	10,4%
ROA (7)	%	5,1%	6,1%
Other ratios			
Revenues / Total Assets (3)	times	0,153	0,159
Revenues / Fixed Assets (4)	times	0,456	0,404
Working capital turnover	times	0,991	3,180

(1) Current Assets/ current liabilities

(2) Current assets minus non current assets held for sale , inventory and anticipated payments / current liabilities

(3) Revenues / Total Assets

(4) Revenues / Fixed Assets

(5) Ventas/(Activo corriente-Pasivo Corriente)

(6) LTM Profit / average equity

(7) LTM Profit / average total assets