

SAAM ANNOUNCES RESULTS FOR

FOURTH QUARTER 2017

Santiago, March 2, 2018

SAAM ended the year 2017 with net income of US\$60.4 million, up 10.9% from 2016, due mainly to an extraordinary gain on the sale of its minority interest in Tramarsa (Peru) of US\$26 million and growth in earnings from the Port Terminals Division, which offset decreased results from the Logistics Division and Chilean port terminals.

- For the fourth quarter of 2017, sales (proforma) reached US\$181 million and EBITDA (proforma) US\$46.5 million, reflecting improvements of US\$23 million and US\$6.5 million, respectively, compared to the same period in 2016 (*), due to 43% growth in tons transferred at port terminals.
- SAAM reported net income of US\$ 7.3 million for the last quarter of 2017, marking an increase of US\$852 thousand with respect to the same period in 2016 (*) due to growth in earnings at port terminals, mainly because of new contracts awarded at Terminal Portuario Guayaquil.
- During 2017 SAAM posted sales (proforma) of US\$684 million and Ebitda (proforma) of US\$182 million, up US\$63 million and US\$11 million, respectively, over 2016.
- In 2017 SAAM concluded a high investment cycle that involved almost US\$500 million in capital expenditures over the last four years. These investments will give the company the state-of-the-art infrastructure and equipment it needs to strengthen and expand its three business areas in the region.

Financial Statement (US\$ Ths)	4Q2017	4Q2016	Δ%	YTD 2017	YTD 2016	Δ%
Income Proforma (1)(*)	181.143	158.030	14,6%	683.997	620.799	10,2%
Towage (*)	66.196	63.485	4,3%	253.975	255.773	-0,7%
Ports (*)	88.692	61.664	43,8%	324.512	234.698	38,3%
Logistics (*)	26.255	32.881	-20,2%	105.509	130.328	-19,0%
Tramarsa S.A.	0	27.571	---	28.832	96.298	-70,1%
Ebit Proforma (1)(*)	21.189	18.954	11,8%	82.244	88.022	-6,6%
Towage (*)	10.901	10.285	6,0%	41.915	51.486	-18,6%
Ports (*)	11.363	8.988	26,4%	42.712	34.712	23,0%
Logistics (*)	(1.075)	(319)	237,4%	(2.384)	1.825	---
Tramarsa S.A.	0	6.694	---	7.937	88.022	-91,0%
EBITDA Proforma (1)(*)	46.853	39.951	17,3%	181.987	170.465	6,8%
Towage(*)	21.944	21.535	1,9%	85.996	94.995	-9,5%
Ports (*)	24.044	16.511	45,6%	90.120	64.696	39,3%
Logistics (*)	865	1.905	-54,6%	5.871	10.774	-45,5%
Tramarsa S.A.	0	9.819	---	11.369	34.457	-67,0%
Profit attributable to owners of the Parent (IFRS)	7.301	10.355	-29,5%	60.442	54.522	10,9%
Profit Proforma (*)	7.301	6.449	13,2%	29.508	39.204	-24,7%
Non-recurring income (2)	0	0	---	26.066	0	---
Tramarsa Profit	0	3.906	---	4.868	15.318	-68,2%

(1) Consolidated +affiliates at proportional value

(2) Non-recurring income: mainly Tramarsa sold

(*) Does not include financial data from Tramarsa S.A.

Note (*):

Proforma Financial Results: These consist of consolidated financial data under IFRS and figures from associates weighted based on their respective interest (pro-rated) in each company using the equity method.

Operating results do not include equity-method financial data for the associate Tramarsa S.A., as the minority interest was sold in April 2017.

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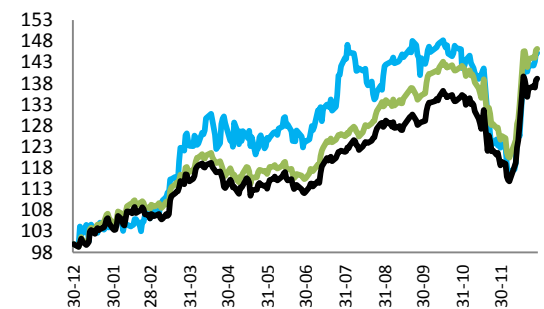
Ticker: SMSAAM
Santiago Exchange

Price (12/30/2016) CLP 51.61
Price (12/29/2017) CLP 66.05

Market Cap (12/29/2017) MCLP\$ 643,115
Market Cap (12/29/2017) MUS\$ 1,045

YTD 2017 Total Return Gross Dividends

● SAAM (USD) ● IPSA (USD)
● DJSI Chile



YTD 2017 Gross Dividends	CLP	US\$(*)
SAAM	33,1%	45,1%
IPSA	34,0%	46,1%
DJSI Chile	27,6%	39,1%
US\$(*)	---	-8,3%

(*) Dólar Interbancario

EBITDA Mg (2) (4)	4Q2017	4Q2016	YTD 2017	YTD 2016
Total SAAM	25,9%	25,3%	26,6%	27,5%
Towage	33,1%	33,9%	33,9%	37,1%
Ports	27,1%	26,8%	27,8%	27,6%
Logistics	3,3%	5,8%	5,6%	8,3%

Ratios	4Q2017	4Q2016
ROE (1)(3)	8,0%	7,4%
ROA (1)(3)	4,4%	4,4%
Leverage (1)	0,61	0,47
NFD / EBITDA (2)(3)	1,27	1,52

(1) Consolidated (2) Consolidated +Affiliates at proportional value (3) Last 12 months (4) Does not include financial results from Tramarsa S.A.

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

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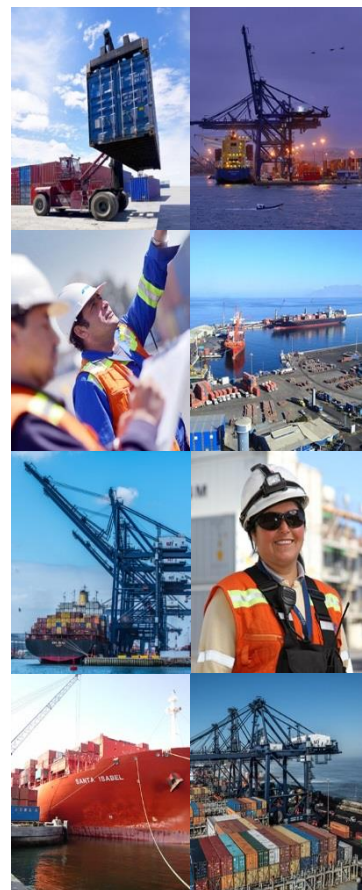
Analysis of Subsidiaries

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Note (1):

Proforma Financial Results: These consist of consolidated financial data under IFRS and figures from associates weighted based on their respective interest (pro-rated) in each company using the equity method.

Operating results do not include equity-method financial data for the associate Tramarsa S.A., as the minority interest was sold in April 2017.



PROFORMA SALES

↑ **4Q2017 / 4Q2016:** Sales for the quarter totaled US\$181 million, marking an increase of US\$23.1 million over the same quarter in 2016. The increase is explained mainly by 45% growth in tons transferred by the Port Terminals Division due to the addition of Puerto Caldera (February 2017), and growth in volumes at Terminal Portuario Guayaquil (TPG) as a result of new contracts awarded at the beginning of 2017.

PROFORMA EBITDA

↑ **4Q2017 / 4Q2016:** EBITDA for the period totaled US\$46.8 million, up US\$6.9 million from the same period last year. This increase is mainly due to a strong performance from the Port Terminals Division because of improved results from Terminal Portuario de Guayaquil (TPG) and the addition of Puerto Caldera.

PROFORMA NET INCOME

↑ **4Q2017 / 4Q2016:** SAAM posted net income of US\$7.3 million, up US\$852 thousand from the same quarter in 2016 (*), explained mainly by the growth in earnings from Terminal Portuario Guayaquil, which offset the decreased results from the Logistics Division and higher financial costs.

Financial Statement (Ths US\$)	4Q2017	4Q2016	4Q2017-4Q2016	
			Δ%	Δ
Income Proforma (*)	181.143	158.030	15%	23.113
EBIT Proforma (*)	21.189	18.954	12%	2.235
EBITDA Proforma (*)	46.853	39.951	17%	6.901

(*) Consolidated + affiliated at proportional value (excluded Tramarsa)

Financial Statement (Ths US\$)	4Q2017	4Q2016	4Q2017-4Q2016	
			Δ%	Δ
Income(*)	181.143	185.601	-2%	-4.458
EBIT (*)	21.189	25.648	-17%	-4.460
EBITDA (*)	46.853	49.770	-6%	-2.917

(*) Consolidated + affiliated at proportional value

Financial Statement (Ths US\$)	4Q2017	4Q2016	4Q2017-4Q2016	
			Δ%	Δ
Profit Proforma (*)	7.301	6.449	13%	852
Non-recurring income	0	0		0
Tramarsa Profit (PV) (1)	0	3.906	-100%	-3.906
Profit attributable to owners of the Parent	7.301	10.355	-29%	-3.054

(*) Consolidated + affiliated at proportional value (excluded Tramarsa)

(1) Tramarsa S.A. at proportional value (35%)

PROFORMA SALES

↑ **Accumulated December 2017 / Accumulated December 2016:** Sales for the year totaled US\$683 million, marking an increase of US\$63.2 million over the same period in 2016. The increase is explained by a 43% rise in tons transferred by the Port Terminals Division, mainly due to the addition of Puerto Caldera (SPC / SPGC) and new contracts awarded to Terminal Portuario de Guayaquil (TPG).

PROFORMA EBITDA

↑ **Accumulated December 2017 / Accumulated December 2016:** EBITDA for the period totaled US\$181.9 million, up US\$11.5 million from the same period last year. This increase is explained by improved results from the Port Terminals Division, mainly Terminal Portuario de Guayaquil (TPG) and the addition of Puerto Caldera, which offset reduced results from the Logistics and Towage divisions.

PROFORMA NET INCOME

↑ **Accumulated December 2017 / Accumulated December 2016:** SAAM posted proforma net income of US\$29.5 million, down US\$9.6 million from 2016, excluding the extraordinary gain of US\$26 million on the sale of Tramarsa in April 2017. Excluding this extraordinary effect and discontinued operations, net income for 2017 reached US\$29.5 million, down 25% from US\$39.2 million in 2016. Highlights during the period include increased activity at Terminal Portuario Guayaquil (TPG) and the incorporation of Puerto Caldera in Costa Rica, which helped offset reduced results from the Logistics Division and Chilean port terminals.

Financial Statement (Ths US\$)	YTD			
	Dec-2017	Dec-2016	Δ%	Δ
Income Proforma (*)	683.997	620.799	10,2%	63.198
EBIT Proforma (*)	82.244	88.022	-6,6%	-5.779
EBITDA Proforma (*)	181.987	170.465	6,8%	11.522

(*) Consolidated + affiliated at proportional value (excluded Tramarsa)

Financial Statement (Ths US\$)	YTD			
	Dec-2017	Dec-2016	Δ%	Δ
Income(*)	712.829	717.097	-0,6%	-4.268
EBIT (*)	90.181	176.045	-48,8%	-85.864
EBITDA (*)	193.356	204.922	-5,6%	-11.566

(*) Consolidated + affiliated at proportional value

Financial Statement (Ths US\$)	YTD			
	Dec-2017	Dec-2016	Δ%	Δ
Profit Proforma (*)	29.508	39.204	-24,7%	-9.695
Non-recurring income	26.066	0	---	---
Tramarsa Profit (PV) (1)	4.868	15.318	-68,2%	-10.451
Profit attributable to owners of the	60.442	54.522	10,9%	5.920

(*) Consolidated + affiliated at proportional value (excluded Tramarsa)
(1) Tramarsa S.A. at proportional value (35%)

PROFORMA SALES

↑ **4Q2017 / 4Q2016:** The Towage Division reported revenue of US\$66.2 million, marking a rise of US\$2.7 million over the same period in 2016, due mainly to increased activity from port operations and special services in Brazil and the coal industry in Canada, which offset the fall in revenue from special operations in Mexico's oil and gas industry.

PROFORMA EBITDA

↑ **4Q2017 / 4Q2016:** The Towage Division reported EBITDA of US\$ 21.9 million, up US\$408 thousand over the prior year, due to improved results in Brazil and Canada, which offset decreased results in Mexico.

	4Q2017	4Q2016	Δ%	Δ	YTD 2017	YTD 2016	Δ%	Δ
Income Proforma US\$ (Ths) (1)(*)	66.196	63.485	4,3%	2.711	253.975	255.773	-0,7%	-1.797
EBIT Proforma US\$ (Ths) (1)(*)	10.901	10.285	6,0%	616	41.915	51.486	-18,6%	-9.571
EBITDA Proforma US\$ (Ths) (1)(*)	21.944	21.535	1,9%	408	85.996	94.995	-9,5%	-8.998
# Maneuvers (1)(*)	24.367	24.001	1,5%	367	93.729	91.287	2,7%	2.442
# Maneuvers (2)(*)	29.144	28.163	3,5%	981	111.015	107.583	3,2%	3.432
#Tugboats (1)(3)(*)	135	136		-1	135	136		-1
# Tugboats (2)(3)(*)	161	161		0	161	161		0

(*) Consolidated + affiliated at proportional value (excluded Tramarsa)

(2) Maneuvers at 100% (Excluded Tramarsa)

(3) Consider tugboats under construction (Excluded Tramarsa)

(*) Does not consider financial data and volumes of Tramarsa S.A.

	4Q2017	4Q2016	Δ%	Δ	YTD 2017	YTD 2016	Δ%	Δ
Income US\$ (Ths) (1)	66.196	68.432	-3,3%	-2.236	260.420	273.995	-5,0%	-13.575
EBIT US\$ (Ths) (1)	10.901	10.902	0,0%	-1	43.006	54.769	-21,5%	-11.763
EBITDA US\$ (Ths) (1)	21.944	22.907	-4,2%	-963	88.157	100.931	-12,7%	-12.775
# Maneuvers (1)	24.367	24.739	-1,5%	-372	94.835	94.099	0,8%	736
# Maneuvers (2)	29.144	30.273	-3,7%	-1.129	114.175	115.616	-1,2%	-1.441
#Tugboats (1)(3)	135	142		-7	135	142		-7
# Tugboats (2)(3)	161	179		-18	161	179		-18

(1) Consolidated + affiliated at proportional value

(2) Maneuvers at 100%

(3) Consider tugboats under construction

PROFORMA SALES

↑ **4Q2017 / 4Q2016:** The Port Terminals Division posted revenue of US\$88.7 million, up US\$27 million over the same quarter last year, as a result of the 45% increase in tons transferred with respect to the fourth quarter of 2016. This is mainly because of the addition of Puerto Caldera (SPC / SPGC) and growth at Terminal Portuario de Guayaquil (TPG) as a result of newly awarded contracts that helped triple tons transferred over the same period in 2016.

PROFORMA EBITDA

↑ **4Q2017 / 4Q2016:** EBITDA for the Port Terminals Division totaled US\$24 million, up US\$7.5 million from the same period last year. These improved figures are mainly the result of earnings growth at Terminal Portuario de Guayaquil (TPG) and the addition of Puerto Caldera, which offset decreased results from the Chilean terminals of San Antonio and San Vicente because of reduced activity.

	4Q2017	4Q2016	Δ%	Δ	YTD 2017	YTD 2016	Δ%	Δ
Income Proforma US\$(Ths) (1)(*)	88.692	61.664	43,8%	27.028	324.512	234.698	38,3%	89.814
EBIT Proforma US\$ (Ths)(1)(*)	11.363	8.988	26,4%	2.375	42.712	34.712	23,0%	8.001
EBITDA Proforma US\$ (Ths) (1)(*)	24.044	16.511	45,6%	7.533	90.120	64.696	39,3%	25.423
Tons Transferred (1)(*)	6.620.484	4.579.915	44,6%	2.040.569	24.972.962	17.499.069	42,7%	7.473.892
Tons Transferred (2)(*)	9.228.833	8.365.165	10,3%	863.667	37.465.265	32.035.660	16,9%	5.429.605
TEUs(1)(*)	585.509	430.110	36,1%	155.399	2.211.809	1.626.946	35,9%	584.864
TEUs (2)(*)	778.896	724.924	7,4%	53.972	3.190.858	2.726.057	17,1%	464.801
Terminals (2)(*)	11	11	0,0%	0	11	11	0,0%	0

(1) Consolidated + affiliated at proportional value (excluded Tramarsa)

(2) Volumes at 100% (Excluded Tramarsa)

(*) Does not consider financial data and volumes of Tramarsa S.A.

	4Q2017	4Q2016	Δ%	Δ	YTD 2017	YTD 2016	Δ%	Δ
Income US\$(Ths) (1)	88.692	69.843	27,0%	18.849	337.414	275.616	22,4%	61.798
EBIT US\$ (Ths) (1)	11.363	11.970	-5,1%	-607	48.782	54.188	-10,0%	-5.406
EBITDA US\$ (Ths) (1)	24.044	21.028	14,3%	3.016	98.159	89.918	9,2%	8.241
Tons Transferred (1)	6.620.484	5.262.594	25,8%	1.357.890	25.744.388	19.775.513	30,2%	5.968.875
Tons Transferred (2)	9.228.833	10.315.676	-10,5%	-1.086.844	39.669.340	38.539.784	2,9%	1.129.556
TEUs (1)	585.509	431.787	35,6%	153.722	2.213.950	1.632.921	35,6%	581.028
TEUs (2)	778.896	729.716	6,7%	49.180	3.196.973	2.743.130	16,5%	453.843
Terminals (2)	11	11	0,0%	0	11	11	0,0%	0

(1) Consolidated + affiliated at proportional value

(2) Volumes at 100%

PROFORMA SALES

↓ **4Q2017 / 4Q2016:** The Logistics Division reported sales of US\$ 26 million, down US\$6.6 million from the same quarter in 2016, due to lower sales at Logística Chile as a result of a new volume mix in storage and transport services. It is also important to note Aerosan's increased revenue as a result of a rise in export services.

PROFORMA EBITDA

↓ **4Q2017 / 4Q2016:** The Logistics Division reported EBITDA of US\$865 thousand, down US\$1 million over the fourth quarter of 2016, explained mainly by a fall in storage and transport services as well as services provided to shipping companies. It is important to highlight Aerosan's improved earnings as a result of increased exports during the fruit export season.

	4Q2017	4Q2016	Δ%	Δ	YTD 2017	YTD 2016	Δ%	Δ
Income Proforma US\$ (Ths)(1)(*)	26.255	32.881	-20,2%	-6.626	105.509	130.328	-19,0%	-24.819
EBIT Proforma US\$ (Ths) (1)(*)	-1.075	-319	237,4%	-756	-2.384	1.825	-230,6%	-4.208
EBITDA Proforma US\$ (Ths) (1)(*)	865	1.905	-54,6%	-1.040	5.871	10.774	-45,5%	-4.903

(1) Consolidated + affiliated at proportional value (excluded Tramarsa)

(*) Does not consider financial data and volumes of Tramarsa S.A.

	4Q2017	4Q2016	Δ%	Δ	YTD 2017	YTD 2016	Δ%	Δ
Income US\$ (Ths)(1)	26.255	41.091	-36,1%	-14.836	114.996	167.486	-31,3%	-52.490
EBIT US\$(Ths) (1)	-1.075	1.466	-173,3%	-2.541	-1.606	3.922	-141,0%	-5.527
EBITDA US\$ (Ths)(1)	865	4.021	-78,5%	-3.156	7.042	14.073	-50,0%	-7.031

(1) Consolidated + affiliated at proportional value

SALES

↑ **4Q2017 / 4Q2016:** Sales rose US\$ 25.5 million over the same quarter in the prior year, totaling US\$125.7 million, explained mainly by higher revenue from the Port Terminals Division as a result of adding the new terminal Puerto Caldera (SPC / SPGC), and from Terminal Portuario de Guayaquil (TPG), which increased tons transferred following infrastructure expansions and several newly awarded contracts.

EBITDA

↑ **4Q2017 / 4Q2016:** EBITDA for the period increased US\$ 9 million to US\$29.6 million. The increase is mainly due to the Port Terminals Division, which doubled its EBITDA as a result of adding Puerto Caldera in February 2017, and growth from Terminal Portuario de Guayaquil (TPG).

OTHER OPERATING INCOME

↓ **4Q2017 / 4Q2016:** The net effect of other operating income and expenses (US\$1.6 million) was on par with the same period in 2016, mainly as a result of the compensatory effect of gains on the sale of property, plant and equipment, primarily disposable assets from the Logistics Division, which is still carrying out its sales plan as of year-end 2017.

EXCHANGE DIFFERENCES

↑ **4Q2017 / 4Q2016:** Exchange differences totaled +US\$ 819 thousand for the fourth quarter of 2017, US\$700 thousand increased with the same period in 2016. This is explained by an appreciating Chilean peso, which positively impacted Chilean companies (US\$ 291 thousand) with a net asset position in the local currency, and a depreciating Mexican peso, which positively affected Mexican companies (US\$ 525 thousand) with a net liability position in that currency.

FINANCE COSTS

↑ **4Q2017 / 4Q2016:** Finance costs increased US\$ 1.4 million as a result of refinancing short-term liabilities into long-term liabilities and an interest rate swap (UF to US\$) taken out to avoid exchange rate variations for the company's first bond issuance in January 2017 (Instruments BSAAM-B and BSAAM-C).

TAXES

↑ **4Q2017 / 4Q2016:** Income taxes increased by US\$ 2.2 million with respect to the same quarter last year mainly because of the addition of the new terminal Puerto Caldera (SPC / SPGC) in February 2017 and a larger tax burden at Terminal Portuario Guayaquil as a result of increased operating activity.

↑ **Current Assets December 2017 / September 2017:** Current assets remained stable as a result of a US\$ 14.3 million reduction in cash and cash equivalents as investments in time deposits were offset by a decrease in receivables.

↑ **Non-Current Assets December 2017 / September 2017:** Non-current assets fell by US\$ 7.2 million as a result of decreases in property, plant and equipment of US\$ 3.6 million and in other non-current assets of US\$ 3.5 million, explained by a reduction in depreciation and amortization expense.

↑ **Current Liabilities December 2017 / September 2017:** Current liabilities increased US\$ 599 thousand as a result of a rise in other current liabilities of US\$ 1.8 million due to payments on maturing financial obligations, which was offset by a US\$1 million reduction in other current liabilities due to reclassifications from long- to short-term.

↑ **Non-Current Liabilities December 2017 / September 2017:** Non-current liabilities fell US\$ 4.5 million due to a US\$ 1.8 million decrease in other non-current liabilities from reclassifying financial obligations from long- to short-term along with a decrease in deferred tax liabilities.

Balance (Ths US\$)	4Q2017	3Q2017	Δ	Δ%
Cash and cash equivalents	222.062	236.398	-14.336	-6,1%
Other current assets	182.852	162.396	20.456	12,6%
Current assets	404.914	398.794	6.120	1,5%
Property, plant & equipment (net)	490.125	493.806	-3.681	-0,7%
Other non-current assets	584.792	588.319	-3.527	-0,6%
Non-current assets	1.074.917	1.082.125	-7.208	-0,7%
Total assets	1.479.831	1.480.919	-1.088	-0,1%
Other current financial liabilities	48.184	49.189	-1.005	-2,0%
Current concession liabilities	3.713	3.737	-24	-0,6%
Other current liabilities	113.052	111.424	1.628	1,5%
Current liabilities	164.949	164.350	599	0,4%
Other non-current financial liabilities	279.786	280.834	-1.048	-0,4%
Non-current concession liabilities	24.802	26.370	-1.568	-5,9%
Other non-current liabilities	88.475	90.352	-1.877	-2,1%
Non-current liabilities	393.063	397.556	-4.493	-1,1%
Total liabilities	558.012	561.906	-3.894	-0,7%
Equity attributable to equity holders of parent	769.290	765.242	4.048	0,5%
Minority interest	152.529	153.771	-1.242	-0,8%
Total Equity	921.819	919.013	2.806	0,3%
Total Equity and liabilities	1.479.831	1.480.919	-1.088	-0,1%

US\$ thousands	YTD			
	Dec-2017	Dec-2016	Δ%	Δ
Operating cash flow	76.864	67.665	9.199	13,6%
Investments cash flow	22.806	(20.620)	43.426	-210,6%
Financial cash flow	(20.883)	(17.121)	-3.762	22,0%
Others	246	(275)	521	-189,5%
Total	79.033	29.649	49.384	166,6%

Detail of Financing Cash Flows December 2017:

As of December 31, 2017, dividends paid and/or profit distributions totaled US\$ 41 million, which correspond to dividends from Sociedad Matriz SAAM S.A. of US\$ 29.6 million, Florida International Terminal, Llc of US\$ 1.2 million, Sociedad Portuaria Granelera de Caldera S.A, of US\$ 1.1 million, Sociedad Portuaria de Caldera S.A. of US\$ 4.7 million, SAAM Remolques S.A. de C.V. of US\$ 3.6 million and Iquique Terminal Internacional S.A. of US\$ 901 thousand.

The company has secured long-term financing of US\$ 50.3 million, through the indirect subsidiary Inarpi S.A. (US\$ 31.9 million), SAAM Operadora de Puertos Estiba y Desestiba Costa Rica S.A. (US\$ 10 million), SAAM SMIT Panamá (US\$ 4.7 million), Florida International Terminal LLC (US\$ 1.5 million) and Sociedad Portuaria de Caldera S.A. (US\$ 2.1 million). In addition, cash flows paid out for financial liabilities totaled US\$ 156.5 million, made by the direct subsidiary SAAM S.A. (US\$ 116.4 million), Inmobiliaria Marítima Portuaria Spa (US\$ 147 thousand), Saam Remolques S.A. de C.V. (US\$ 12 million), SAAM Smit Marine Canadá Inc. (US\$ 1.9 million), Iquique Terminal Internacional S.A. (US\$ 5.6 million), Inarpi S.A. (US\$ 7.9 million), Sociedad Portuaria Granelera de Caldera S.A. (US\$ 4.9 million), Sociedad Portuaria Caldera S.A. (US\$ 3.2 million), Terminal Marítima Mazatlán S.A. de C.V. (US\$ 3.3 million), Virtual Logistics Marine Services, Inc. (US\$ 468 thousand) and SAAM Operadora de Puertos Estiba y Desestiba Costa Rica S.A. (US\$ 625 thousand).

On January 17, 2017, through a dutch auction on Santiago Exchange, bonds were placed by SM SAAM (Series B and C). The cash flows obtained from the bond placement totaled US\$ 115 million, net of related expenses.

Detail of Investing Cash Flows December 2017:

Disbursements for purchases of property, plant and equipment as of December 31, 2017, amounted to US\$ 62.6 million, including value added tax of US\$ 3.1 million, and US\$ 888 thousand for asset purchases in 2016 that were paid in 2017.

Disbursements for purchases of intangible assets as of December 31, 2017, amounted to US\$ 6.9 million, including value added tax of US\$ 109 thousand.

The sales value agreed upon for property, plant and equipment as of December 31, 2017, totaled US\$ 9 million, including US\$ 2.6 million on property in Alto Hospicio sold by Inmobiliaria Marítima Portuaria SpA in 2016, which was received in February 2017.

Other cash inflows (outflows) of US\$ -21.5 million, correspond to cash and cash equivalents acquired in the business combination to purchase 51% of Sociedad Portuaria de Caldera S.A for US\$ -2.7 million and Sociedad Portuaria Granelera de Caldera S.A. for US\$ -9.7 million, plus US\$ 822 thousand from redeeming time deposits, less US\$ 34.8 million in investments made in time deposits maturing in more than 90 days.

Cash flows for dividends received as of December 31, 2017, totaled US\$ 36.8 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 relevant market share in terms of total tons transferred in the markets of Chile, Ecuador (Guayaquil) and Costa Rica. In Mexico, United States and Colombia, SAAM participates on the operation of medium-size terminals in the locations of Mazatlán, Port Everglade and Cartagena de Indias respectively.

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.

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

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 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.

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 51% 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 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	Dec 2017	Dec 2016
Ownership			
Shares outstanding	N°	9.736.791.983	9.736.791.983
Controlling Group- Luksic Group	%	52,2%	52,2%
Stock price	\$	66,05	51,61
Liquidity performance			
Liquidity ratio (1)	times	2,45	2,06
Acid test (2)	times	2,22	1,86
Leverage			
Razón de endeudamiento	times	0,61	0,47
Short term debt	%	30%	36%
Long term debt	%	70%	64%
Interest coverage	times	9,04	7,80
Return			
Earning per share	US\$	0,00620759	0,00560195
ROE (6)	%	8,0%	7,4%
ROA (7)	%	4,4%	4,4%
Other ratios			
Revenues / Total Assets (3)	times	0,316	0,311
Revenues / Fixed Assets (4)	times	0,955	0,824
Working capital turnover	times	1,950	2,572

(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) Revenues/(Current Assets-Current Liabilities)

(6) LTM Profit / average equity

(7) LTM Profit / average total assets