<u>Information about Earnings Conference Call</u>

Thursday, May 16, 2019 11:00 am Chile – 10:00 am EST the company will present its financial results of 1Q2019. To join the Conference Call, please use the following link

Webcast Link:
https://webcastlite.mziq.com/cover.html?webcastId=2f8ebaa0-fb55-4bca-ae50-9e39b39221d6#

The financial information to be presented will be available at the website www.saam.com.

During the presentation, a chat will be available to send your questions, which will be answered at the end of the presentation. The presentation will be in English.

EARNINGS REPORT

First Quarter 2019

Santiago, May 3, 2019

- SAAM reported net income of US$17.9 million for the first quarter of 2019, marking an increase of US$6.2 million, excluding extraordinary effects in the first quarter of 2018 and 2019. This increase is explained by the efficiencies generated from implementing the new operating model and growth in the Port Terminals and Logistics divisions.
- For the first quarter of 2019, consolidated sales reached US $129.3 million and consolidated EBITDA was US $41.8 million, reflecting improvements of US $2.5 million and US $8.2 million, respectively, compared to the same period in 2018. Another achievement during the period worth highlighting is the EBITDA margin of 32%, up five percentage points from the first quarter of 2018.
- During the period, all three-business divisions saw a rise in net income, with particularly strong performances from foreign port terminals and recovery in the Logistics Division. The positive first quarter results reflect the concrete effects of the operating model we have been implementing since last year, which has enabled us to improve profitability, deliver better service and project the Company's future growth from a more solid foundation
- Highlights for the quarter include agreements to purchase all joint operations with Boskalis in Canada, Mexico, Panama and Brazil for US$201 million and to sell the Company's 15% interest in Terminal Portuario Arica (TPA).

Financial Statament (US$ Ths)	1Q2019	1Q2018	Δ%	Δ
Income (Th US$) (1)	**129.302**	**126.794**	**2%**	**2.508**
Towage	46.461	47.948	-3%	-1.487
Ports	70.940	63.211	12%	7.729
Logistics	12.762	16.438	-22%	-3.676
Corporate (2)	-861	-803	7%	-58
EBIT (Th US$)(1)	**22.607**	**16.049**	**41%**	**6.558**
Towage	10.298	9.740	6%	558
Ports	14.911	10.615	40%	4.296
Logistics	1.761	939	88%	822
Corporate (2)	-4.363	-5.245	-17%	882
EBITDA (Th US$) (1)	**41.801**	**33.614**	**24%**	**8.187**
Towage	17.877	17.570	2%	307
Ports	25.059	18.973	32%	6.086
Logistics	2.681	1.887	42%	794
Corporate (2)	-3.816	-4.816	-21%	1.000
Profit attributable to owners of the Parent (IFRS) (Th US$)(1)	**17.960**	**8.131**	**121%**	**9.829**
Profit continued operations	**17.060**	**8.131**	**110%**	**8.929**
Towage	6.930	6.601	5%	329
Ports	10.725	4.835	122%	5.890
Logistics	2.926	1.782	64%	1.144
Corporate	-3.521	-5.087	-31%	1.566
Extraordinary effects(3)	900	0		900

(1) Consolidated

(2) included corporate administrative expenses, eliminations and non operating results

(3) 2019: Non recurring income mainly TPA sold in february 2019

Note: (1) Financial results: Consolidated financial data in US dollars (US$) under IFRS (International Financial Reporting Standards)

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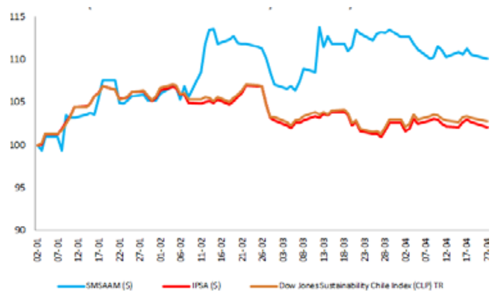
Ticker: SMSAAM
Santiago Exchange

Price (03/29/2018)	CLP 61.84
Price (03/29/2019)	CLP 67.99
Market Cap (03/29/2019)	MCLP$662
Market Cap (03/29/2019)	ThUS$974

YTD 2019 Total Return CLP$



YTD 2019 Gross Dividends	CLP	US$(*)
SAAM	13,5%	16,5%
IPSA	2,6%	5,3%
DJSI Chile	3,0%	5,7%
US$(*)	---	-2,5%

(*) Dólar Interbancario

EBITDA Mg (1)	1Q2019	1Q2018
Total SAAM	32,3%	26,5%
Towage	38,5%	36,6%
Ports	35,3%	30,0%
Logistics	21,0%	11,5%

KPI´s	March 2019	December 2018
ROE (1)(2)	7,6%	6,5%
ROA (1)(2)	4,1%	3,4%
NFD / Equity (1)	0,1	0,1
NFD / EBITDA (1)(2)(3)	0,6	0,4

(1) Consolidated

(2)last 12 months

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

Investor Relations Contact

Paula Raventós
Investor Relations Officer
praventos@saam.cl

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Note (1):

Financial results correspond to consolidated financial data under IFRS in US dollars

Financial results of associates are presented at 100% of the Company's interest in continuing operations.

CHAPTER

01

CONSOLIDATED **FINANCIAL** SUMMARY

SALES

↑ **1Q2019 / 1Q2018:** Consolidated quarterly sales rose US $2.5 million over the same quarter in the prior year to US $129.3 million. This increase is explained mainly by growth in the Port Terminals Division as a result of increased activity at foreign terminals. For the quarter, the Port Terminals Division represented 55% of consolidated revenue, followed by Towage with 36% and Logistics with 10%.

EBITDA

↑ **1Q2019 / 1Q2018:** Consolidated EBITDA for the period increased US $8.2 million over the first quarter of 2018 to US $41.8 million. This rise is due to growth in the three business divisions thanks to efficiencies generated from implementing the new operating model. The main increase was in the Port Terminals Division, which reported an increase of US$6.1 million. The Company also saw a reduction of US$1.0 million in corporate expenses due to fewer disbursements to implement the new operating model. The Logistics and Towage Divisions experienced rises of US$794 thousand and US$307 thousand, respectively. Part of this increase is also explained by the change in IFRS 16 to recognize long-term leases to third parties. The effect of this change was US$1.4 million. The EBITDA margin reached 32% for the period, up 5 percentage points from the 2018 figure of 27%.

OTHER INCOME

↑ **1Q2019/1Q2018:** Other income was up US$4.2 million from the first quarter of 2018, to US$5.4 million due to a before-tax gain on the sale of the Company's minority interest in Terminal Puerto Arica S.A. (TPA) for US$4.9 million, concluded in February 2019.

EXCHANGE DIFFERENCES

↑ **1Q2019 / 1Q2018:** Exchange differences totaled US$320 thousand for the quarter, marking an increase of US $2.1 million over the first quarter of 2018. This is explained by the January 2019 change in functional currency at the subsidiary Terminal Marítima Mazatlán (TMAZ), which no longer consolidates exchange differences.

TAXES

↑ **1Q2019 / 1Q2018:** Income taxes increased US$2.3 million over the first quarter of 2018 to US$8.7 million due mainly to taxes generated on the sale of the Company's minority interest in Terminal Puerto Arica (TPA) and growth in net income.

NET INCOME

↑ **1Q2019 / 1Q2018:** Net income attributable to the controller reached US $17.9 million for the first quarter of 2019, up US $9.8 million from the same quarter in 2018 when it reported US $8.1 million. Net income include extraordinary effects in first quarter of 2018 and 2019, in 2018 costs of US$2.7 million mainly due to the costs of the implementation of the new operational model and foreign currency translation differences from Terminal Marittima Mazatlán (TMAZ); in 2019 gain of US$900 thousand mainly from the sale of the Company's minority interest of 15% in Terminal Puerto Arica (TPA). Net income, without extraordinary effects, made and increase of US$6.2 million with respect from first quarter of 2018. This growth is due by the efficiencies generated from implementing the new operating model and growth in the Port Terminals and Logistics divisions.

Consolidated Financial Statement (Ths US$)(1)	1Q2019	1Q2018	Δ%	Δ
Income	129.302	126.794	2%	2.508
EBIT	22.607	16.049	41%	6.558
EBITDA	41.801	33.614	24%	8.187
EBITDA Mg	32%	27%	6%	0,06
Share of profit (loss) of equity-accounted investees	4.599	4.308	7%	291
Profit continued operations	**17.060**	**8.131**	**110%**	**8.929**
Extraordinary effects (1)	900	0		900
Profit attributable to owners of the Parent (IFRS)	**17.960**	**8.131**	**121%**	**9.829**

(1) Extraordinary effect from TPA sold in february 2019

CONSOLIDATED **BALANCE** SHEET

↑ **Current Assets March 2019 / December 2018:** Current assets were up US$14.4 million due mainly to an increase in cash and cash equivalents of US$20.7 million as a result of the sale of the Company's 15% interest in Terminal Puerto Arica S.A. (TPA)

↑ **Non-Current Assets March 2019 / December 2018:** Non-current assets increased US$29.1 million mainly because of a rise in property, plant and equipment of US$28.2 million due to the initial recognition of assets leased to third parties that are amortized over the life of each agreement (IFRS 16).

↑ **Current Liabilities March 2019 / December 2018:** Current liabilities were up US$11.3 million as a result of an increase in other current financial liabilities of US$12 million due mainly to the initial recognition of financial liabilities for lease agreements (IFRS 16).

↑ **Non-Current Liabilities March 2019 / December 2018:** Non-current liabilities increased US$19.2 million due to a rise in financial liabilities for lease agreements (IFRS 16).

Balance (Ths US$)	31.12.2018	31.03.2019	Δ%	Δ
Cash and cash equivalents	241.412	262.138	9%	20.726
Other current assets	151.390	145.064	-4%	-6.326
Current assets	**392.802**	**407.202**	**4%**	**14.400**
Property, plant & equipment (net)	484.299	512.529	6%	28.230
Other non-current assets	548.136	548.980	0%	844
Non-current assets	**1.032.435**	**1.061.509**	**3%**	**29.074**
Total assets	**1.425.237**	**1.468.711**	**3%**	**43.474**
Other current financial liabilities	37.613	49.660	32%	12.047
Current concession liabilities	6.174	6.142	-1%	-32
Other current liabilities	86.476	85.827	-1%	(649)
Current liabilities	**130.263**	**141.629**	**9%**	**11.366**
Other non-current financial liabilities	252.960	266.419	5%	13.459
Non-current concession liabilities	37.368	37.922	1%	554
Other non-current liabilities	84.279	89.468	6%	5.189
Non-current liabilities	**374.607**	**393.809**	**5%**	**19.202**
Total liabilities	**504.870**	**535.438**	**6%**	**30.568**
Equity attributable to equity holders of parent	772.406	785.565	2%	13.159
Minority interest	147.961	147.708	0%	(253)
Total equity	**920.367**	**933.273**	**1%**	**12.906**
Total equity and liabilities	**1.425.237**	**1.468.711**	**3%**	**43.474**

CONSOLIDATED **CASH FLOWS**

US$ thousands	1Q2019	1Q2018	Δ	Δ%
Operating cach flow	25.917	16.833	9.084	54%
Investments cash flow	9.551	-6.127	15.678	-256%
Financial cash flow	-14.732	-10.887	-3.845	35%
Others	-10	-448	438	-98%
Total	**20.726**	**-629**	**21.355**	**-3395%**

Investing Cash Flows March 2019:

In the current quarter, cash flows from the sale of the minority stake of Terminal Puerto Arica (TPA) for US $ 12.8 million were received.

Disbursements for purchases of property, plant and equipment for the quarter ended March 31, 2019, were for construction of a tug at the indirect subsidiary SAAM SMIT Canadá Inc. The same indirect subsidiary SAAM SMIT Canadá Inc., incurred US$9.6 million for the same concept in the first quarter of 2018 to construct two tugs.

Cash flows for dividends received as of March 31, 2019, totaled US $1.9 million. Note 39 of the Financial Statements as of March 2019 describes dividends distributed by associates.

As of March 2019, there were no other cash inflows (outflows). As of March 2018, other cash inflows (outflows) totaled US$2.9 million (net) and stemmed from the redemption of time deposits by the indirect subsidiary Misti S.A. (US $34.6 million), less an income tax payment by the indirect subsidiary Tramarsa S.A., of US $31.7 million, for taxes generated on the sale of the investment in Tramarsa S.A. in 2017.

Financing Cash Flows March 2019:

As of March 31, 2019, a total of US$3.7 million was paid in dividends and/or profit distributions, consisting of US $9.2 million in dividends agreed upon during the year and US $5.4 million in dividends provisioned for but not paid (See Note 39b of the Financial Statements as of March 2019).

The Company has secured long-term financing of US$2.2 million from the indirect subsidiary SAAM SMIT Canadá Inc. In addition, US$11.5 million in cash flows were allocated to pay financial liabilities.

CONSOLIDATED **TOWAGE DIVISION** RESULTS

SALES

↓ **1Q2019 / 1Q2018:** Consolidated sales for the Towage Division totaled US$46.5 million, down US$1.5 million from the same period in 2018, due mainly to lower average rates, which were partially offset by an increase in special and port maneuvers.

COST OF SALES

↓ **1Q2019 / 1Q2018:** Cost of sales totaled US $30.9 million, falling US $1.9 million over the first quarter of 2018 because of decreased activity and lower fuel and maintenance costs.

EBITDA

↑ **1Q2019 / 1Q2018:** EBITDA for the Towage Division reached US$17.9 million, up US$307 thousand from the same period in 2018, due to reduced variable costs and administrative expenses. The EBITDA margin grew 1 percentage point to 38%.

SHARE OF NET INCOME (LOSS) OF ASSOCIATES

↑ **1Q2019 / 1Q2018:** Share of net income (loss) of associates accounted for using the equity method totaled US $1.1 million for the period, reflecting a decrease of US $1.1 million over the same period in 2018, due mainly to weaker results from Brazil because of industry changes affecting that market.

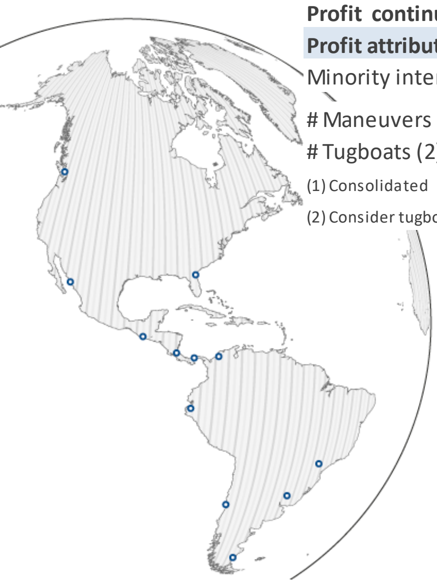
NET INCOME

↑ **1Q2019 / 1Q2018:** The Towage Division reported net income of US$6.9 million for the first quarter of 2019, up US$329 thousand from the same quarter in 2018 due to cost efficiencies and a gain generated on the sale of a tug, which partially offset weaker results in Brazil.

Consolidated Financial Statement (Ths US$)(1)	1Q2019	1Q2018	Δ%	Δ
Income	46.461	47.948	-3,1%	-1.487
Cost of ales	-30.953	-32.876	-5,8%	1.923
EBIT	10.298	9.740	5,7%	558
EBITDA	**17.877**	**17.570**	**1,7%**	**307**
EBITDA Mg	38%	37%		
Share of profit (loss) of equity-accounted investees	1.138	2.244	-49,3%	-1.106
Profit continued operations	6.930	6.601	5,0%	329
Profit attributable to owners of the Parent (IFRS)	**6.930**	**6.601**	**5,0%**	**329**
Minority interest	2.356	1.704	38,3%	652
# Maneuvers	19.526	19.184	1,8%	342
# Tugboats (2)	101	103	-1,9%	-2

(1) Consolidated

(2) Consider tugboats under construction



TOWAGE DIVISION **ASSOCIATE** RESULTS

(Values reflect 100% of Company's interest)

SALES

1Q2019 / 1Q2018: The associates in the Towage Division reported revenue of US$31.6 million, marking a decrease of US$7.7 million over the first quarter of 2018, due to an 18% drop in port maneuvers in Brazil related to changes in the industry that are affecting that market.

COST OF SALES

1Q2019 / 1Q2018: Cost of sales for the first quarter of 2019 fell US $2.9 million to US $22.1 million, due mainly to lower variable costs in Brazil because of decreased activity.

EBITDA

1Q2019 / 1Q2018: EBITDA for the first quarter totaled US $11.0 million, marking a decrease of US $3.9 million with respect to the same period in 2018, related mainly to decreased activity in Brazil.

EQUITY METHOD NET INCOME

1Q2019 / 1Q2018: The division's equity-method associates reported net income for the first quarter of 2019 of US $1.1 million, down US $1.1 million from the same period in 2018, due mainly to reduced results in Brazil.

Affiliates Financial Statement (Ths US$)(1)	1Q2019	1Q2018	Δ%	Δ
Income	31.640	39.369	-19,6%	-7.729
Cost of ales	-22.142	-25.117	-11,8%	2.975
EBIT	5.308	8.851	-40,0%	-3.543
EBITDA	11.030	15.028	-26,6%	-3.998
EBITDA Mg	35%	38%		
Profit (loss) from equity method associated	1.138	2.244	-49,3%	-1.106
# Maneuvers	6.173	7.544	-18,2%	-1.371
# Tugboats (2)	50	48	4,2%	2

(1) Affiliates at 100% continued operations

(2) Consider tugboats under construction

CONSOLIDATED **PORT TERMINALS DIVISION** RESULTS

SALES

↑ **1Q2019 / 1Q2018:** The Port Terminals Division reported consolidated revenue of US $70.9 million, up US $7.7 million from the same quarter last year, as a result of a 9% increase in TEUs transferred. This was due mainly to increased activity at foreign port terminals in Guayaquil (TPG), Caldera and Florida (FIT), specifically increased warehousing and reefer services.

COST OF SALES

↑ **1Q2019 / 1Q2018:** Cost of sales increased US $2.7 million to US $50.0 million due mostly to greater variable costs such as maintenance and electric power because of increased activity. Costs increased less than sales as a result of efficiencies generated from implementing the new operating model.

EBITDA

↑ **1Q2019 / 1Q2018:** EBITDA for the Port Terminals Division totaled US$25.1 million, up US$6.1 million from the same period last year. These improved results can be explained mainly by earnings growth at foreign terminals, especially Terminal Portuario Guayaquil (TPG), Puerto Caldera and Florida International Terminal (FIT), because of increased activity and lower costs. This increase is also explained by the change in IFRS 16 to recognize long-term leases to third parties. The effect of this change was US$1.3 million. Excluding the effect of IFRS 16, the EBITDA margin improved 3 percentage points to 32%.

SHARE OF NET INCOME (LOSS) OF ASSOCIATES

↑ **1Q2019 / 1Q2018:** Share of net income (loss) of associates accounted for using the equity method totaled US $2.2 million for the period, reflecting an increase of US $1.7 million over the first quarter of 2018 due to a 15% increase in TEUs transferred. This was due mainly to increased activity at the Chilean port terminals of San Antonio (STI) and Antofagasta (ATI) and cost efficiencies.

NET INCOME

↑ **1Q2019/ 1Q2018:** The Port Terminals Division reported net income of US $10.7 million for the first quarter of 2019, marking an increase of US $5.9 million over the same period in 2018, as a result of increased earnings from the main foreign terminals and recovery at most Chilean port terminals.

Consolidated Financial Statement (Ths US$)(1)	1Q2019	1Q2018	Δ%	Δ
Income	70.940	63.211	12%	7.729
Cost of ales	-50.036	-47.259	6%	-2.777
EBIT	14.911	10.615	40%	4.296
EBITDA	25.059	18.973	32%	6.086
EBITDA Mg	35%	30%		
Share of profit (loss) of equity-accounted	2.236	513	336%	1.723
Profit continued operations	10.725	4.835	122%	5.890
Profit attributable to owners of the Parent	**10.725**	**4.835**	**122%**	**5.890**
Minority interest	874	671	30%	203
# Tons Transferred	4.133.716	4.059.081	2%	74.635
# TEUs	448.626	409.844	9%	38.782
# Terminals	5	5		

(1) Consolidated at 100%

PORT TERMINAL DIVISION **ASSOCIATE** RESULTS

(Values reflect 100% of Company's interest)

SALES

↑ **1Q2019 / 1Q2018:** The associates in the Port Terminals Division reported revenue of US $61.7 million, up US $7.4 million over the same period in 2018 because of a 15% increase in TEUs transferred, particularly at the Chilean port terminals of San Antonio (STI) and Antofagasta (ATI).

COST OF SALES

↑ **1Q2019 / 1Q2018:** Cost of sales rose US $1.5 million to US $48.7 million as a result of increased activity. Costs increased less than sales as a result of efficiencies generated from implementing the new operating model.

EBITDA

↑ **1Q2019 / 1Q2018:** EBITDA totaled US $17.9 million, up US $5.3 million from the same period in 2018, mainly because of increased activity and efficiencies generated by implementing the new operating model.

NET INCOME

↑ **1Q2019 / 1Q2018:** SAAM's equity-method associates reported net income for the first quarter of 2019 of US $2.2 million, up US $1.7 million from the same period in 2018, due to increased activity at the Chilean port terminals of San Antonio (STI) and Antofagasta (ATI), and cost efficiencies.

Affiliates Financial Statement (Ths US$)(1)	1Q2019	1Q2018	Δ%	Δ
Income	61.766	54.372	14%	7.394
Cost of ales	-48.676	-47.142	3%	-1.534
EBIT	10.273	3.744	174%	6.529
EBITDA	17.911	12.651	42%	5.260
EBITDA Mg	29%	23%		
Profit (loss) from equity method associated	**2.236**	**514**	**335%**	**1.722**
Tons Transferred	5.579.783	5.319.181	5%	260.602
TEUs	470.637	408.358	15%	62.279
Terminals	5	5		

(1) Affiliates at 100% continued operations

CONSOLIDATED **LOGISTICS DIVISION** RESULTS

SALES

↓ **1Q2019 / 1Q2018:** The Logistics Division reported consolidated revenue of US$12.7 million, down US$3.6 million from the first quarter of 2018 due to lower business volumes after closing some services in 2018 in order to focus operations on value-added trucking and warehousing solutions.

COST OF SALES

↓ **1Q2019 / 1Q2018:** The Logistics Division experienced a decrease of US$3.7 million in cost of sales, which reached US$9.7 million as a result of cost reduction initiatives with the new operating model.

EBITDA

↑ **1Q2019 / 1Q2018:** For the first quarter of 2019, the Logistics Division posted EBITDA of US $2.7 million, marking an increase of US $794 thousand over 2018, as a result of reduced costs and expenses after implementing the new operating model. The EBITDA margin improved 10 percentage points to 21%.

SHARE OF NET INCOME (LOSS) OF ASSOCIATES

↑ **1Q2019/ 1Q2018:** Share of net income (loss) of associates accounted for using the equity method totaled US $1.2 million for the period, reflecting a decline of US $295 thousand over the same period in 2018 due mainly to a slight reduction in export volumes at Aerosan and wood chip volumes at Reloncaví.

NET INCOME

↑ **1Q2019 / 1Q2018:** The Logistics Division posted net income of US $2.9 million for the first quarter of 2019, up US $1.1 million from the same period in 2018, explained by a recovery in results at Logística Chile due to reduced costs and administrative expenses.

Consolidated (Ths US$)(1)	1Q2019	1Q2018	Δ%	Δ
Income	12.762	16.438	-22%	-3.676
Cost of ales	-9.691	-13.369	-28%	3.678
EBIT	1.761	939	88%	822
EBITDA	2.681	1.887	42%	794
EBITDA Mg	21%	11%		
investees	1.243	1.538	-19%	-295
Profit continued operations	2.926	1.782	64%	1.144
Profit attributable to owners of the Parent (IFRS)	**2.926**	**1.782**	**64%**	**1.144**
Minority interest	0	0	0%	0
Cold Storage	410.106	684.842	-40%	-274.736
Square meters leased warehouse	133.278	158.930	-16%	-25.652
Route Trips (Freight)	4.677	8.155	-43%	-3.478

(1) Consolidated

LOGISTICS DIVISION **ASSOCIATE** RESULTS

(Values reflect 100% of Company's interest)

SALES

1Q2019 / 1Q2018: The Logistics Division's associates posted revenue of US$21.7 million, down U$1.6 million due to decreased export volumes at Aerosan and wood chip volumes at Reloncaví.

COST OF SALES

1Q2019 / 1Q2018: Cost of sales for the first quarter of 2019 totaled US$16.1 million, marking a decrease of US$1.4 million as a result of reduced activity.

EBITDA

1Q2019 / 1Q2018: EBITDA for the first quarter of 2019 totaled US $4.8 million, down US $578 thousand with respect to the same period in 2018, due mainly to decreased activity.

NET INCOME

1Q2019 / 1Q2018: For the first quarter of 2019, the division's associates posted net income of US $1.2 million, down US $295 thousand over 2018 as a result of a reduction in airport and wood chip services.

Affiliates Financial Statement (Ths US$) (1)	1Q2019	1Q2018	Δ%	Δ
Income	21.777	23.428	-7%	-1.651
Cost of ales	-16.123	-17.551	-8%	1.428
EBIT	3.781	3.272	16%	509
EBITDA	4.847	5.425	-11%	-578
EBITDA Mg	22%	23%		
Profit (loss) from equity method associated	**1.243**	**1.538**	**-19%**	**-295**

(1) Affiliates at 100% continued operations

MARKET ANALYSIS

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

RISK FACTORS

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.

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.

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 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

Significant parts of SAAM's assets are located in Chile. Also, around 26% 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.

CONSOLIDATED FINANCIAL INDICATORS

	Unit	mar-19	dic-18
Ownership			
Shares outstanding	N°	9736791983	9736791983
Controlling Group- Luksic Group	%	52,2%	52,2%
Stock price	$	67,99	59,87
Liquidity performance			
Liquidity ratio (1)	times	2,88	3,02
Acid test (2)	times	2,71	2,78
Leverage			
Razón de endeudamiento	times	0,57	0,55
Short term debt	%	26%	26%
Long term debt	%	74%	74%
Interest coverage	times	6,19	5,59
Return			
Earning per share	US$	0,006104269	0,005094799
ROE (6)	%	7,6%	6,5%
ROA (7)	%	4,1%	3,4%
Other ratios			
Revenues / Total Assets (3)	times	0,35	0,36
Revenues / Fixed Assets (4)	times	1,01	1,07
Working capital turnover	times	1,95	1,97

(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