SAAM ANNOUNCES RESULTS FOR

FIRST QUARTER 2017

Santiago, May 5, 2017

- The Company posted net income of US$ 8.1 million for the first quarter of 2017, reflecting a decrease from US$14.6 million reported for the first quarter of 2016.

- At an operational level, the Company reported sales of US$179.9 million and EBITDA of US$49.3 million for the first quarter of 2017, 4.0% higher and 4.5% lower respectively with the same quarter in 2016.

- One of the most important highlights during the period was the acquisition of 51% of Puerto Caldera, Costa Rica's second largest port, which became part of SAAM's business portfolio in February of this year, marking the Port Terminals Division's entry into Central America.

- Another highlight was the completion of the expansion works on the shipping dock at Terminal Portuario Guayaquil (TPG).

- In January, SMSAAM successfully completed its first bond issue on the local market for a total of UF 2.8 million (US$111 million), which was intended to refinance the Company's short- and long-term liabilities.

- The Company announced that it would make a total of US$85 million in consolidated investments, including equity-method associates, in 2017. Most of these investments will be in the Port Terminals Division to finish expansion projects.

Financial Statement	1Q2017	1Q2016	Δ%	YTD 2017	YTD 2016	Δ%
Income (1)	**179.919**	**172.950**	**4,0%**	**179.705**	**172.950**	**3,9%**
Towage	64.520	65.524	-1,5%	64.520	65.524	-1,5%
Port	79.279	64.195	23,5%	79.066	64.195	23,2%
Logistics	36.119	43.231	-16,5%	36.119	43.231	-16,5%
Opereting Results (1)	**23.452**	**29.493**	**-20,5%**	**23.600**	**29.493**	**-20,0%**
Towage	10.606	13.363	-20,6%	10.606	13.363	-20,6%
Port	12.456	13.366	-6,8%	12.604	13.366	-5,7%
Logistics	390	2.764	-85,9%	390	2.764	-85,9%
EBITDA (1)	**49.369**	**51.718**	**-4,5%**	**49.517**	**51.718**	**-4,3%**
Towage	22.530	24.468	-7,9%	22.530	24.468	-7,9%
Port	24.145	21.890	10,3%	24.293	21.890	11,0%
Logistics	2.694	5.360	-49,7%	2.694	5.360	-49,7%
Profit (2)	**8.118**	**14.694**	**-44,8%**	**8.116**	**14.694**	**-44,8%**
Subsidiary Profit	1.095	3.165	-65,4%	1.093	3.165	-65,5%
Affiliates Profits (2)	7.023	11.529	-39,1%	7.023	11.529	-39,1%

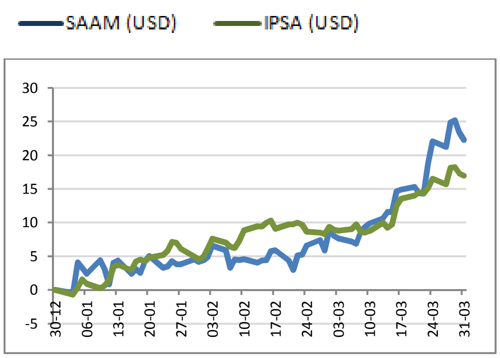
(1) Consolidated +affiliates at proportional value; (2) Profit attributable to non controlling interest

MEMBER OF Dow Jones Sustainability Indices In Collaboration with RobecoSAM

Ticker: SMSAAM
Santiago Exchange

Price (12/30/2016)	CLP 51.61
Price (03/31/2017)	CLP 62.16
Market Cap (03/31/2017)	MCLP$ 605,239
Market Cap (03/31/2017)	MUS$ 917

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)	1Q2017	1Q2016	YTD 2017	YTD 2016
Total SAAM	27,4%	29,9%	27,6%	29,9%
Towage	34,9%	37,3%	34,9%	37,3%
Port	30,5%	34,1%	30,7%	34,1%
Logistics	7,5%	12,4%	7,5%	12,4%

Ratios	1Q2017	1Q2016
ROE (1)(3)	6,5%	9,8%
ROA (1)(3)	3,7%	5,7%
Leverage (1)	0,59	0,50
NFD/ EBITDA (2)(3)	1,96	1,65

(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	Fernando Lyon
Head of Investor Relations	Investor Relations
praventos@saamsa.com	flyons@saamsa.com

Subsidiary and Associate companies

Consolidated Analysis

SALES

↑ **1Q2017 / 1Q2016:** Sales for the quarter increased 4.0% YoY, totaling US$179.9 million. This rise is explained by increased revenue from the Port Terminals Division, particularly: Puerto Caldera (SPC / SPGC), which was acquired in February 2017; Florida International Terminal (FIT) due to greater volumes transferred and the addition of a new service; and Terminal Portuario de Guayaquil (TPG), which reported a significant increase in volume.

EBITDA

↓ **1Q2017 / 1Q2016:** EBITDA for the period totaled US$49.3 million, down 4.5% YoY. This decrease is the result of a reduction in operating income in the Logistics Division, particularly in Chile, and logistics associate companies. It is also attributed, to a lesser degree, to the Towage Division, which reported decreased operating EBITDA in Mexico and Brazil.

NET INCOME

↓ **1Q2017 / 1Q2016:** SAAM reported net income of US$8.1 million for the quarter, reflecting a decrease of 44.8% YoY, explained by a drop in net income from subsidiaries and associates. The poor performance from subsidiaries is due to adjustments being made in the Logistics Division as a result of changes in its business strategy. The reduction in net income from associates can be explained mainly by lower net income from San Antonio Terminal Internacional (STI) and San Vicente Terminal Internacional (SVTI) because of decreased activity and tighter competition.

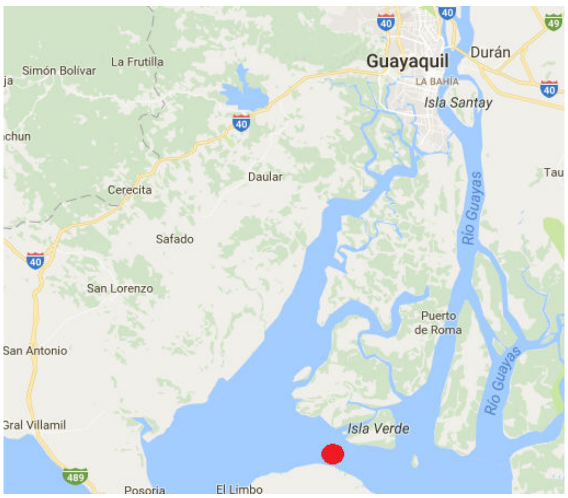
Financial Statement (Ths US$)	1Q2017	1Q2016	Δ%	Δ
Income (1)	179.919	172.950	4,0%	6.969
Operating Result (1)	23.452	29.493	-20,5%	-6.041
EBITDA (1)	49.369	51.718	-4,5%	-2.349
Subsidiary Profit	1.093	3.165	-65,5%	-2.072
Affiliates Profit	7.023	11.529	-39,1%	-4.506
Profit (2)	**8.116**	**14.694**	**-44,8%**	**-6.578**

(1) Consolidated plus affiliates

(2) Gain attributable to equity holders of parent

As of March 2017, SAAM boasts a fleet of 179 tugboats based in over 80 ports in 11 countries, making SAAM the fourth largest tugboat operator in the world and the leading service provider in Latin America. It currently has construction orders on two tugboats in Brazil.

Salvataje in Ecuador: On February 23, 2017, the vessel Isla Bartolomé ran aground near the Island of Puna, eight nautical miles from Posorja, in the Guayas River in Ecuador. The cargo vessel transported 160 containers and was providing cabotage services between Guayaquil and Galápagos. Grupo SAAM (SAAM Chile, Tramarsa and Ecuastibas) in partnership with SMIT awarded the salvage of the vessel, which consisted mainly of re-floating the vessel, recovering the cargo and safely towing it to port.



Isla Bartolomé February 23, 2017 (source Eltelégrafo Ecuador)

SALES

1Q2017 / 1Q2016: The Towage Division reported revenue of US$64.5 million, marking a reduction of 1.5% YoY, due mainly to Mexico and Brazil. In Mexico, revenue was affected by a smaller number of offshore contracts and reduced activity at Altamira. Brazil was affected mainly by a drop in offshore activity. On the other hand, three locations posted increased revenue: Canada, due to a more active coal industry; Panama, explained by a greater number of maneuvers; Ecuador, where a special service was provided in March.

EBITDA

1Q2017 / 1Q2016: The Towage Division posted EBITDA of US$22.5 million, down 7.9% YoY, due mainly to reduced operating income in Mexico, explained principally by a smaller number of offshore contracts. In addition, Brazil reported a smaller EBITDA because of increased subcontracting costs for minor maintenance and repairs, a rise in personnel expenses and a less favorable exchange rate. As with revenue, Canada, Panama and Ecuador all posted strong EBITDA figures.

	1Q2017	1Q2016	Δ%	Δ
Income Ths US$ (1)	64.520	65.524	-1,5%	-1.004
Operating result Ths US$ (1)	10.606	13.363	-20,6%	-2.757
EBITDA Ths US$ (1)	22.530	24.468	-7,9%	-1.938
# Maneuvers (1)	24.083	22.618	6,5%	1.465
# Maneuvers (2)	29.418	27.699	6,2%	1.719
# Tugboats (1)	141	149	-5,4%	-8
# Tugboats (2)	179	188	-4,8%	-9

(*) Consider Tugboats underconstruction

(1) Consolidated plus affiliates at proportional value

(2) Figures at 100%

With a network of 12 ports in six countries in the Americas, the SAAM Group is the fourth largest port operator in the region. This division has operations in Mexico, the United States, Colombia, Ecuador, Peru and Costa Rica.

Milestones of the Port Terminals Division during the first quarter of 2017 include:

- The acquisition of 51% of Puerto Caldera (SPC / SPCG), which was incorporated into SAAM's portfolio in February 2017. Puerto Caldera, Costa Rica's second most important port, is strategically located just 80 kilometers from San José, the country's capital. In February and March, this port posted revenue of US$ 8.8 million and handled 944,782 tons of goods.

- Work was completed to expand the TPG dock and STS (Ship-to-shore) cranes are currently in transit to the port. They are expected to arrive in May 2017. These cranes have a lift height of 105 meters and a horizontal outreach of 60 meters (reaching 22 rows of containers). They have a capacity of 65 tons for tipping containers, enabling them to load or unload two, 20-foot containers at a time. The new cranes will enhance terminal safety, efficiency and services.

- Expansion work on the dock at San Antonio Terminal Internacional (STI) will be ready July 1, 2017. With this, STI will have a 930-meter long dock, which will enable it to simultaneously service two New Panamax vessels (indicar capacidad en Teus) and a third, smaller vessel.

- San Vicente Terminal Internacional (SVTI) received the largest vessel in the history of its operations during the quarter. This vessel was serviced together with two other vessels, occupying the entire dock. SVTI serviced the Maersk Antares, Maersk Lome and Southern Star vessels.

San Vicente Terminal Internacional (SVTI) March 2017.

SALES

↑ **1Q2017 / 1Q2016:** The division reported revenue of US$79.2 million for the quarter, reflecting an increase of 23.5% YoY. The increase in the division's revenue is mainly the result of incorporating the new terminal Puerto Caldera (SPC / SPGC) in February 2017, and higher revenue at practically all ports except for San Antonio Terminal Internacional (STI), San Vicente Terminal Internacional (SVTI) and Antofagasta Terminal Internacional (ATI). Puerto Caldera accounts for 59% of the division's increased revenue, while Terminal Portuario Guayaquil in Ecuador represents 25%. In terms of tonnage, Terminal Portuario de Guayaquil (TPG) and Florida International Terminal (FIT) both reported increases of over 60% with respect to the same quarter in 2016.

EBITDA

↑ **1Q2017 / 1Q2016:** The Port Terminals Division posted EBITDA of US$24.1 million for the quarter, reflecting an increase of 10.3% YoY. This increase is due mainly to the addition of Puerto Caldera and a strong performance from Terminal Portuario de Guayaquil (TPG) and Florida International Terminal (FIT). The latter two terminals reported important increases in tons transferred. Despite these strong performances, it is also important to mention the reduced net income posted by San Antonio Terminal Internacional (STI) and San Vicente Terminal Internacional (SVTI) as a result of lower volumes and tighter competition.

	1Q2017	1Q2016	Δ%	Δ
Income Ths US$ (1)	79.279	64.195	23,5%	15.085
Operating result Ths US$ (1)	12.456	13.366	-6,8%	-911
EBITDA Ths US$ (1)	24.145	21.890	10,3%	2.255
Tons Transferred (1)	5.832.134	4.592.026	27,0%	1.240.108
Tons Transferred (2)	10.185.362	9.081.898	12,2%	1.103.464
TEUs Trasnferred (1)	472.476	380.297	24,2%	92.179
TEUs Transferred (2)	741.300	655.812	13,0%	85.488
Port Terminals (2)	12	11	9,1%	1

(1) Consolidated plus affiliates

(2) Figures at 100%

SALES

1Q2017 / 1Q2016: The division recorded revenue of US$36 million, down 16.5% 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.

EBITDA

1Q2017 / 1Q2016: The Logistics Division posted EBITDA of US$2.6 million. This reduced EBITDA is explained by results from consolidated companies and associates. The decrease in EBITDA from Logística Chile is due to the unit's process of adapting to its new strategy, while the reduced EBITDA from logistics associates is due to a drop in activity.

	1Q2017	1Q2016	Δ%	Δ
Income Ths US$ (1)	36.119	43.231	-16,5%	-7.112
Operating result Ths US$ (1)	390	2.764	-85,9%	-2.374
EBITDA Ths US$ (1)	2.694	5.360	-49,7%	-2.666

(1) Consolidated plus affiliates

SAAM SOLD MINORITY STAKE OF TRAMARSA, PERÚ.

On may 3, 2017, SMSAAM sold to Grupo Romero it 35% share of Trabajos Marítimos S.A. (Tramarsa). The price for the minority package of shares was agreed as US$ 124 million, which will generate for the Chilean company an extraordinary profit of US$33 million and a cash inflow of US$ 85 million net of taxes.

Tramarsa operates towage, port infrastructure and logistics business mainly in Perú. In 2016 Tramarsa and its subsidiaries reached total revenues of US$ 232 million and a net profit of US$43.7 million.

This decision is a part of the strategy of seeking control, either direct or through Joint Ventures, over operations and assets. This sale will provide SMSAAM with additional resources to take advantage of any investment opportunities that may arise.

SALES

1Q2017 / 1Q2016: Sales for the quarter increased 11.7% YoY, totaling US$106.8 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. Worth highlighting in the Port Terminals Division was the incorporation of Puerto Caldera in February 2017 and the rise in revenue from all consolidated ports (TPG, FIT, ITI and TMAZ). Terminal Portuario de Guayaquil (TPG) and Florida International Terminal (FIT) performed particularly well with YoY increases of 81% and 61%, respectively, in tons transferred.

EBITDA

1Q2017 / 1Q2016: EBITDA for the period totaled US$26.7 million, up 18.8% YoY. This rise is mainly attributable to the Port Terminals Division, which reported an increase of US$5.5 million. Around 70% of this increase is explained by the incorporation of Puerto Caldera in February 2017. All consolidated terminals (TPG, FIT, ITI and TMAZ) reported increased EBITDA, with Terminal Portuario de Guayaquil (TPG) performing particularly well among these ports. Lastly, the Towage Division reported an EBITDA similar to the prior quarter (+US$329 thousand QoQ) despite reduced operating income in Mexico.

OTHER OPERATING INCOME AND EXPENSES

1Q2017 / 1Q2016: Other operating income (expenses by function) shifted from –US$ 608 thousand for the first quarter of 2016 to +US$ 741 for the first quarter of 2017. This change is mainly the result of impairment recorded by Terminal Marítima de Mazatlán during the first quarter of 2016 on property, plant and equipment.

EXCHANGE DIFFERENCES

1Q2017 / 1Q2016: Exchange differences decreased from +US$645 thousand for the first quarter of 2016 to -US$ 906 thousand for the first quarter of 2017. This variation is explained mainly by negative exchange differences in TMAZ (liability position in local currency), as a result of the depreciation of the Mexican peso.

FINANCE COSTS

1Q2017 / 1Q2016: Finance costs increased by US$ 1.1 million 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 bond issuance in January 2017 (Instruments BSAAM-B and BSAAM-C).

TAXES

1Q2017 / 1Q2016: Income taxes rose US$ 1.7 million YoY mainly because of the Port Terminals Division, particularly Puerto Caldera (SPC/SPGC) and Terminal Portuario de Guayaquil (TPG). Another contributing factor was the income tax benefit recorded by Terminal Marítima de Mazatlán in the first quarter of 2016.

Current Assets March-2017 / March-2016: Current assets increased US$ 26.5 million due to an increase in cash and cash equivalents, explained by a larger dividend payment from Grupo Tramarsa; an increase in bank financing for the TPG expansion project; and the incorporation of Puerto Caldera (SPC / SPGC)'s cash since February 2017, which were partially offset by the use of funds to acquire 51% of Puerto Caldera (SPC /SPGC).

Non-Current Assets March-2017 / March-2016: Non-current assets increased US$ 146.7 million because of the incorporation of Puerto Caldera, which meant accounting for the concessions of Sociedad Portuaria de Caldera SPC, SA and Sociedad Portuaria Granelera de Caldera SPGC, SA from February 2017.

Current Liabilities March-2017 / March-2016: Current liabilities decreased by US$34.9 million due mainly to SAAM SA.'s refinancing of short-term liabilities with long-term debt.

Non-Current Liabilities March-2017 / March-2016: Non-current liabilities increased by US$ 146.2 million as a result of the incorporation of Puerto Caldera's long-term financial debt (US$ 46.5 million); refinancing of short-term liabilities with long-term debt and an increase in financial debt to acquire 51% of Puerto Caldera and fund the expansion of TPG.

Balance Consolidado (MUS$)	mar-17	mar-16	Δ %	Δ
Efectivo y equivalentes al efectivo	148.043	111.376	33%	36.667
Otros activos corrientes	154.522	164.618	-6%	-10.096
Activos corrientes	**302.565**	**275.994**	**10%**	**26.571**
Propiedades, plantas y equipos (neto)	476.945	497.192	-4%	-20.247
Otros activos no corrientes	647.687	480.671	35%	167.016
Activos no corrientes	**1.124.632**	**977.863**	**15%**	**146.769**
Total activos	**1.427.197**	**1.253.857**	**14%**	**173.340**
Otros pasivos financieros corrientes	37.199	67.151	-45%	-29.952
Obligación contrato de concesión	3.479	1.908	82%	1.571
Otros pasivos corrientes	90.929	97.514	-7%	-6.585
Pasivos corrientes	**131.607**	**166.573**	**-21%**	**-34.966**
Otros pasivos financieros no corrientes	284.413	154.845	84%	129.568
Obligación contrato de concesión	26.977	30.631	-12%	-3.654
Otros pasivos no corrientes	87.657	67.361	30%	20.296
Pasivos no corrientes	**399.047**	**252.837**	**58%**	**146.210**
Total pasivos	**530.654**	**419.410**	**27%**	**111.244**

Flujo MMUS$	1T2017	1T2016	Δ%	Δ
Flujo Operacional	11.910	5.054	135,7%	6.856
Fujo Inversiones	-38.655	-14.687	163,2%	-23.968
Flujo Financiamiento	31.225	7.476	317,7%	23.749
Otros	534	153	249,0%	381
Total	5.014	-2.004	-350,2%	7.018

Detail of Financing Cash Flows March-2017:

As of March 31, 2017, dividends paid and/or earnings distributed totaled US$ 2.3 million, consisting of dividend payments from Florida International Terminal, Llc of US$ 0.6 million, Sociedad Portuaria Granelera de Caldera S.A, of US$ 0.156 million, and Sociedad Portuaria de Caldera S.A. of US$ 1.5 million.

The Company secured US$ 30 million, in long-term financing through its indirect subsidiary Inarpi S.A. (US$ 20 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$ 109.4 million, made by the direct subsidiary SAAM S.A. (US$ 100.3 million), Inmobiliaria Marítima Portuaria Spa (US$ 36 million), Saam Remolques S.A. de C.V. (US$ 4 million), SAAM Smit Marine Canadá Inc. (US$ 0.4 million), Iquique Terminal Internacional S.A. (US$ 1.5 million), Inarpi S.A. (US$ 1.9 million) and Sociedad Portuaria Granelera de Caldera S.A. (US$ 1.2 million).

Interest paid during this period amounted to US$ 1.4 million. These payments were made by Saam Remolques S.A. de C.V. (US$ 0.85 million), Smit Marine Canadá Inc (US$ 0.15 million) and Inarpi S.A. (US$ 0.3 million) as well as other minor payments of US$ 0.116 million.

Payments were also made on finance leases by Iquique Terminal Internacional S.A. and Florida International Terminal, Llc., for US$ 0.5 million and US$ 0.85 million, respectively.

On January 17, 2017, SM SAAM placed two series of bonds (B and C) on Santiago Exchange structured as a Dutch Auction. For the B Series, UF 1,400,000 in bonds were placed at an annual placement rate of 1.88%, maturing December 15, 2021, with a spread of 92 points over the reference rate; for the C Series, UF 1,400,000 in bonds were place at an annual placement rate of 2.3%, maturing December 15, 2026, with a spread of 101 points over the reference rate. A total of US$ 115 million in cash resources, net of related costs, were raised from the bond placement.

Detail of Investing Cash Flows March-2017:

Disbursements for purchases of property, plant and equipment as of March 31, 2017, totaled US$ 9.8 million and included US$ 0.9 million in value added tax (VAT) paid on the investments and US$ 0.9 million for assets purchased in 2016, but paid in 2017.

Disbursements for purchases of intangible assets as of March 31, 2017, totaled US$ 3.506 million and included US$ 0.13 million in value added tax (VAT) paid on the investments.

The sale value agreed for items of property, plant and equipment as of March 31, 2017, was US$ 2.789 million, of which US$ 2.611million corresponds to land in Alto Hospicio sold by Inmobiliaria Marítima Portuaria SpA in 2016, for which payment was received in February 2017.

Other cash inflows (outflows) of US$ 12.463 million, correspond to cash and cash equivalents acquired in the business combination to purchase 51% of Sociedad Portuaria de Caldera S.A for (US$ 2.760 million) and Sociedad Portuaria Granelera de Caldera S.A. for (US$ 9.703 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 36% in terms of total tons transferred (35% in 2016) and approximately 51% 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 18% 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.

SM 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, SM 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 SM 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 SM 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, SM 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, SM 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 SM 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	mar-17	mar-16
Ownership			
Shares outstanding	N°	9.736.791.983	9.736.791.983
Controlling Group- Luksic Group	%	52,2%	52,2%
Stock price	$	62,16	49,91
Liquidity performance			
Liquidity ratio (1)	times	2,30	1,66
Acid test (2)	times	2,06	1,53
Leverage			
Razón de endeudamiento	times	0,59	0,5
Short term debt	%	25%	40%
Long term debt	%	75%	60%
Interest coverage	times	5,18	8,85
Return			
Earning per share	US$	0,00026323	0,00150912
ROE (6)	%	6,5%	9,8%
ROA (7)	%	3,7%	5,7%
Other ratios			
Revenues / Total Assets (3)	times	0,075	0,078
Revenues / Fixed Assets (4)	times	0,224	0,199
Working capital turnover	times	0,625	1,564

(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