



Report on Results as of June 2012

Santiago, August 31, 2012: Sudamericana, Agencias Aéreas y Marítimas S.A. (SAAM) and its parent company, (SM SAAM)¹, announced their consolidated financial results as of June 30, 2012.

- Total revenues, considering affiliated companies at their proportional value, reached US\$170.8 million during 2Q'12, 9% higher for SAAM, than for the same period of the previous year.
- SM SAAM obtained a total EBITDA, considering the affiliated companies at their proportional value, of US\$37.6 million during 2Q'12. SAAM's EBITDA was US\$38.1 million, this is 9% higher than the same period of the previous year.
- During the month of August, SAAM signed a new rental contract for two tugboats with Empresa Nacional Portuaria of Puerto Cortés in Honduras, strengthening its presence in Central America with the addition of a new country in the area. The operations will start next October.
- During September SAAM should start operations at the terminal of Mazatlán in Mexico. This terminal is located in the Pacific coast, has two mobile cranes and a concession of 20 years with the possibility of extension of up to an additional 13 years.

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¹ SM SAAM arises from the division of Compañía Sud Americana de Vapores S.A. ("CSAV") by which 70,737,318 shares held by CSAV in SAAM were assigned to SM SAAM while this represented 99.9995% of the equity of the latter. Therefore, the only assets of SM SAAM are these shares assigned to it in the referred division.



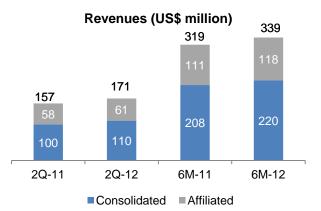
Income Statement

Revenues

During the second quarter of the year, SM SAAM and SAAM obtained consolidated revenues of US\$109.9 million, which is 10% higher than that of the same period of the previous year in SAAM's case. This increase is mainly explained due to the revenue increase in the Port and Tugboats

segments. Non-consolidated operations, considered at their proportional value, showed revenues of US\$60.9 million, this is 6% higher than the second quarter of last year. This increase is due to the improved results of the Port and Tugboats segments, partially compensated by Logistics. Consequently, the total revenue of SM SAAM and SAAM was US\$170.8 million, 9% higher than the second quarter of last year in SAAM's case.

Consolidated revenue of SM SAAM and SAAM during the first six months of the year was US\$220.5 million, a 6% higher than for the same period of the year before in SAAM's case,



explained by improved performance of all business segments. Non-consolidated companies had revenue of US\$118.3 million, 7% higher than the previous year. Consequently the total revenue of SM SAAM and SAAM during the first six months of the year reached US\$338.8 million, 6% higher than in the same period of the year before in SAAM's case, explained by better performance in all the business segments.

Cost of Sales

During the second quarter of the year, the consolidated cost of sales of SM SAAM and SAAM amounted to US\$82.7 million, which represented an increase of 5% compared with the same period of the year before in SAAM's case. As a percentage of revenues, the cost of sales decreased from 79% in 2011 to 75% this year as a consequence of reductions in all business segments.

The consolidated cost of sales during the first six months of the year of SM SAAM and SAAM amounted to US\$165.1 million, an increase of 3% from the same period of last year in the case of SAAM. As a percentage of revenues, the cost of sales decreased from 77% in 2011 to 75% this year as a result of cost reductions in the Tugboats and Port segments.

Operational Result

During the second quarter of the year, the consolidated operational result of SM SAAM reached US\$13.8 million. In the case of SAAM it was US\$14.3 million, which represented an increase of 33% from the same period of last year. The reduced operational result of SM SAAM in comparison with SAAM is due to the higher administrative expenses incurred by SM SAAM in connection with its listing in the Stock Exchange. As a percentage of revenues, SAAM's consolidated operational result increased from 11% in 2011 to 13% this year, explained by the Tugboats and Port segments.

The consolidated operational result for the first six months of the year for SM SAAM reached US\$28.2 million. In SAAM's case it was US\$29.2 million, which represented an increase of 13% from the same period of the year before. As a percentage of revenues, operational result increased from 12% in 2011 to 13% this year, explained by the Tugboats and Port segments.

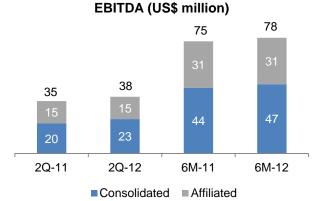
<u>EBITDA</u>

During the second quarter of the year, the consolidated EBITDA of SM SAAM reached US\$22.6 million. In SAAM's case it was US\$23.1 million, which represented an increase of 15% from the same period of the year before. The EBITDA margin increased from 20% in 2011 to 21% this year, explained by the Port and Tugboats segments. The non-consolidated operations, considered at



their proportional value, had an EBITDA of US\$15.0 million, similar to that of the second quarter of the year before. Consequently, the total EBITDA of SM SAAM was US\$37.6 million. In SAAM's case it reached US\$38.1 million or 8% higher than the same period in 2011, keeping practically constant a 22 % EBITDA margin.

The consolidated EBITDA of the first six months of the year for SM SAAM reached US\$45.6 million. In SAAM's case it was US\$46.6 million, a 5% increase from the same period of the year before. The EBITDA consolidated margin was kept practically constant at 21%. Non-consolidated operations considered at their proportional value, had an



EBITDA of US\$31.2 million, similar to the first semester of the year before, decreasing its EBITDA margin from 28% to 26% this year. As a consequence of this, the total EBITDA of SM SAAM amounted to US\$76.8 million. In SAAM's case it was US\$77.8 million, a 3% increase over the first semester of 2011, decreasing its EBITDA margin from 24% to 23%, explained by the Logistics and Tugboats segments.

Non-Operational Result

During the second quarter of the year, the non-operational result of SM SAAM and SAAM reached US\$6.0 million, which represented a decrease of 16% from the same period of the year before in SAAM's case. This lower non-operational result is mainly explained by lower result of the associated companies, by the exchange rate difference and lower financial revenues partially compensated by insurance recoveries and reasonable value of derivatives.

Non-operational result during the first six first months of the year for SM SAAM and SAAM reached US\$11.2 million, this is 15% less than the same period of the year before in SAAM's case.

Income Tax

During the second quarter of the year, the income tax of SM SAAM and SAAM reached US\$4.3 million, which represented an increase of 63% from the same period of the year before in SAAM's case. This higher tax is mainly explained due to the payment of tugboats insurance and the better results in the terminal of Guayaquil.

The income tax during the first six months of the year of SM SAAM and SAAM reached US\$7.6 million, a 20% increase from the same period of the year before in SAAM's case,

Non-controlling Interests

During the second quarter of the year, the earnings of non-controlling interests of SM SAAM and SAAM reached US\$5.3 million, which is 23% less than in the same period of the year before in SAAM's case, This is mainly explained by the closing of operations in Colombia and a lower result in the port terminal of Antofagasta.

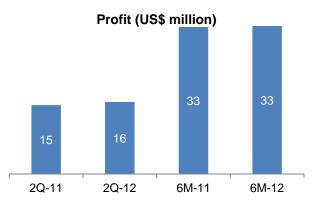
The earnings of non-controlling interests during the first six months of the year of SM SAAM and SAAM reached US\$10.8 million, 13% less that in the same period of the year before in SAAM's case.

Profits

During the second quarter of the year, the profit of SM SAAM reached US\$15.5 million. In SAAM's case it was US\$16.0 million, which represented a 5% increase from the same period of the year before. The higher profit is mainly explained by the higher operational results, partially compensated by the lower non-operation result.



The profit for the first six months of the year for SM SAAM reached US\$31.8 million. In SAAM's case it was US\$32.8 million, slightly over the same period of the previous year, mainly explained by the improved operational results, compensated by the lower non-operational results.



Business Segments

SM SAAM has defined three business segments as representative of its operational activities undertaken in 11 countries through SAAM and subsidiaries. These are the following:

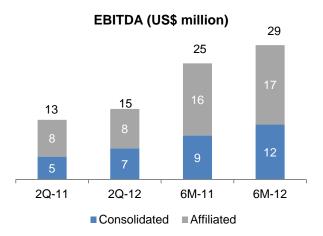
- **Port Segment:** renders services as terminal operator in Chile, USA, Ecuador and soon in Mexico.
- **Tugboats Segment:** includes docking and un-docking, tugging, rescue and off shore assistance services that the company renders with its fleet of 126 units in the main ports of Chile, Peru, Ecuador, Mexico, Uruguay, Argentina, Brazil, Guatemala and Costa Rica.
- Logistics Segment and others: services to cargo and vessels, such as stevedoring in terminals not under concession, ship agency, documentary services, warehousing, cold storage, container deposit, logistics and land transportation, among others.

Port Segment:

Considering the SAAM figures to be able to compare with the year before, during the second quarter, Ports had consolidated revenues of US\$25.6 million, a 23% increase from same period in the previous year, mainly explained by Iquique and Guayaquil. The cost of sales was US\$17.9

million, which is 20% higher than the second semester of 2011, due mainly to the Iquique operations higher costs for port terminal services. Administrative expenses reached US\$2.5 million, a 12% increase from 2Q'11, mainly due to Iquique and Guayaquil. Therefore, the consolidated operational result reached US\$5.2 million, a 43% increase from the second quarter of 2011 and EBITDA reached US\$6.8 million, a 36% increase from the 2Q'11.

Revenues of affiliate companies at their proportional value represented US\$28.6 million, a 11% increase from the 2Q'11 explained by San Antonio and San Vicente. The EBITDA generated by these operations was US\$8.5 million, a 7%



increase from the 2Q'11, mainly as a result of the San Antonio operations. Therefore, during the 2Q'12, the total revenue of the Port segment was US\$54.1 million, a 16% increase from the 2Q'11, and the total EBITDA reached US\$15.2 million, 18% more than the same period of the year before.

During the first six months of the year, the consolidated revenues for this segment reached US\$48.8 million, a 15% increase from the 1S'11 and its EBITDA was US\$11.9 million, 25% more

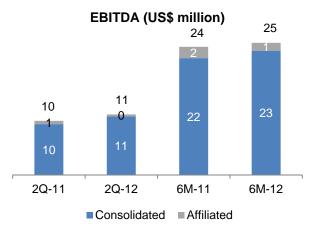


than in the 1S'11. The revenue of affiliated companies at their proportional value reached US\$56.1 million, 14% higher than in the 1S'11 and EBITDA reached US\$17.1 million, 10% more than in 1S'11. Therefore, during the1S'12 the total revenue of the Port segment was US\$104.9 million, 14% over the 1S'11 and total EBITDA reached US\$28.9 million, a 16% increase from the same period of the year before.

Tugboats Segment:

Considering the SAAM figures to be able to compare with the previous year, during the second quarter, Tugboats had consolidated revenues of US\$43.3 million, an 11% increase from the same period of the year before, explained mainly by the operations in Brazil and Mexico. In these countries there was major activity with oil companies

and in Mexico also special services were provided, activities which are not accounted for as maneuvers; additionally there was a better tariff composition in these markets. The revenue increase was partially compensated by lower revenue in Chile due to the decrease in number of operations. The cost of sales was US\$31.2 million, only 1% over the second semester of 2011. Administrative expenses reached US\$6.2 million, 25% more than the 2Q'11, mainly due to increased expenses in Mexico. Therefore, the consolidated operational result reached US\$6.0 million, a 76% increase from the 2Q'11 and EBITDA reached US\$11.0 million, a 15% increase from 2Q'11.



Revenues of affiliated companies at their proportional

value represented US\$4.7 million, a 22% increase from 2Q'11 mainly explained by the operations in Peru. EBITDA generated by these operations was US\$0.3 million, 45% less than in the second quarter of 2011 also as a result of Peru. Therefore during the 2Q'12, the total revenue of the Tugboats segment was US\$48.0 million, a 12% increase from the 2Q'11, and total EBITDA reached US\$11.3 million, 12% over the same period of the previous year.

During the first six months of the year, the consolidated revenue of this segment reached US\$86.4 million, 6% more than in 1S'11 and its EBITDA was US\$23.2 million, 6% more than in 1S'11. Revenue of affiliated companies at their proportional value reached US\$9.5 million, 4% more than in 1S'11 and the EBITDA reached US\$1.5 million, 30% less than in 1S'11. Therefore, during 1S'12, the total Tugboats segment revenue was US\$24.7 million, a 3% increase from the same period of the year before.

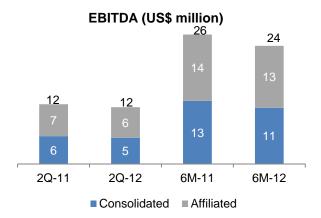
Logistics and others Segment:

Considering the figures of SAAM to compare with the year before, during the second quarter, Logistics had consolidated revenues of US\$41.1 million, 3% more than the same period in the year before, mainly explained by the container depots and cold storage businesses in Chile. The costs of sales were US\$33.6 million, 3% higher than in the 2Q'11, due mainly to container depot business in Chile. Administrative expenses reached US\$4.3 million, an increase of 29% over 2Q'11, mainly explained by Brazil. Therefore, the consolidated operational result reached US\$3.1 million, 16% less than in the 2Q'11 and EBITDA reached US\$5.4 million, 6% less than in 2Q'11.

Revenues of affiliated companies at their proportional value represented US\$27.7 million, which is 1% less than in 2Q'11 mainly explained by our pipe manufacturing operations, the closing of operations in Colombia, partially compensated by Aerosan and the operations in Peru. EBITDA generated by these operations was US\$6.2 million, which is 4% less than in 2Q'11, explained by similar reasons to that of the decrease in revenues. Therefore, during 2Q'12, Logistics' total revenue was US\$68.7 million, 1% over 2Q'11 and total EBITDA was US\$11.6 million, 5% less than in the same period of the year before.



During the first six months of the year, the consolidated revenue of this segment reached US\$85.4 million, 1% more than in 1Q'11 and its EBITDA was US\$11.5 million, 11% less than in 1S'11. Revenue of affiliated companies at their proportional value reached US\$52.7 million, slightly over the 1S'11 and EBITDA reached US\$12.7 million, 6% less than in 1S'11. Therefore during the 1S'12, Logistics total revenue was US\$138.1 million, which is 1% over 1S'11, and the total EBITDA reached 24.1 million, 9% less that in the same period of the year before.





Income Statement

	– SM S	AAM	SA	AM	
Second Quarter Income Statement	2012	2011	2012	2011	Δ%
	ThUS\$	ThUS\$	ThUS\$	ThUS\$	
Operating revenues	109,934	-	109,934	99,801	10%
Cost of sales	(82,650)	-	(82,650)	(78,520)	5%
Gross margin	27,284	-	27,284	21,281	28%
Administrative expenses	(13,517)	-	(13,016)	(10,566)	23%
Operating result	13,767	-	14,268	10,715	33%
Other income (expenses) by function	3,309	-	3,309	625	429%
Financial income	1,565	-	1,565	2,260	-31%
Financial expenses	(2,447)	-	(2,447)	(2,427)	1%
Profit (loss) from equity method associated	5,277	-	5,277	6,877	-23%
Exchange differences	(1,663)	-	(1,659)	(102)	N/A
Gain (loss) from index adjusted units	(3)	-	(2)	(5)	-55%
Gain (loss) before income tax	19,805	-	20,310	17,942	13%
Income tax	(4,337)	-	(4,337)	(2,669)	62%
Gain (loss) proceeding from continued operations	15,468	-	15,973	15,273	5%
Gain (loss) attributable to equity holders of parent	14,682	-	15,187	14,599	4%
Gain (loss) attributable to minority interest	786	-	786	674	17%

Other Indicators	2012	2011	2012	2011 Δ%
	ThUS\$	ThUS\$	ThUS\$	ThUS\$
Depreciation and amortization	8,824	-	8,824	9,426 -6%
EBITDA	22,591	-	23,092	20,141 15%
EBITDA margin	20.5%	-	21.0%	20.2%

	SM S	AAM	SA/	AM
Year to Date Income Statement	2012	2011	2012	2011 ∆%
	ThUS\$	ThUS\$	ThUS\$	ThUS\$
Operating revenues	220,491	-	220,491	207,989 6%
Cost of sales	(165,146)	-	(165,146)	(160,280) 3%
Gross margin	55,345	-	55,345	47,709 16%
Administrative expenses	(27,100)	-	(26,129)	(21,941) 19%
Operating result	28,245	-	29,216	25,768 13%
Other income (expenses) by function	3,880	-	3,880	1,214 219%
Financial income	3,372	-	3,372	3,894 -13%
Financial expenses	(4,838)	-	(4,838)	(4,749) 2%
Profit (loss) from equity method associated	10,777	-	10,777	12,445 -13%
Exchange differences	(2,010)	-	(2,007)	312 N/A
Gain (loss) from index adjusted units	3	-	3	(2) N/A
Gain (loss) before income tax	39,429	-	40,404	38,883 4%
Income tax	(7,593)	-	(7,593)	(6,306) 20%
Gain (loss) proceeding from continued operations	31,836	-	32,811	32,577 1%
Gain (loss) attributable to equity holders of parent	30,379	-	31,355	30,611 2%
Gain (loss) attributable to minority interest	1,457	-	1,456	1,966 -26%

Other Indicators	2012	2011	2012	2011	Δ%
	ThUS\$	ThUS\$	ThUS\$	ThUS\$	
Depreciation and amortization	17,334	-	17,334	18,441	-6%
EBITDA	45,579	-	46,550	44,209	5%
EBITDA margin	20.7%	-	21.1%	21.3%	

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Segment Information (SAAM)	Tugboats	ats		Ports	S		Logistic & Others	Others		Total	<u> </u>	
Second Quarter Income Statement	2012	2011 /	∆%	2012	2011	∆%	2012	2011	۵%	2012	2011	۵%
	ThUS\$	ThUS\$		ThUS\$	ThUS\$		ThUS\$	ThUS\$		ThUS\$	ThUS\$	
Operating revenues	43,296	39,167 1	11%	25,571	20,790 2	23%	41,067	39,844	3%	109,934	99,801	10%
Cost of sales	(31,173)	(30,839)	1%	(17,878)	(14,914) 2	20%	(33,599)	(32,767)	3%	(82,650)	(78,520)	5%
Gross margin	12,123	8,328 4	46%	7,693	5,876 3	31%	7,468	7,077	%9	27,284	21,281	28%
Administrative expenses	(6,152)	(4,941) 2	25%	(2,517)	(2,245)	12%	(4,347)	(3,380)	29%	(13,016)	(10,566)	23%
Operating result	5,971	3,387 7	76%	5,176	3,631 4	43%	3,121	3,697 -16%	-16%	14,268	10,715	33%
Depreciation and amortization	5,020	6,133 -	-18%	1,573	1,322	19%	2,231	1,971	13%	8,824	9,426	-6%
Consolidated EBITDA	10,991	9,520 15%	5%	6,749	4,953 3	36%	5,352	5,668	-6%	23,092	20,141	15%
EBITDA margin	25.4%	24.3%		26.4%	23.8%		13.0%	14.2%		21.0%	20.2%	
Affiliated Companies at Proportional Value												
Operating revenues	4,664	3,831 22%	22%	28,569	25,732 1	11%	27,677	27,984	-1%	60,910	57,547	6%
EBITDA	342	618 -45%	45%	8,458	7,908	7%	6,233	6,526	-4%	15,033	15,052	%0
EBITDA margin	7.3%	16.1%		29.6%	30.7%		22.5%	23.3%		24.7%	26.2%	
Total Segments												
Operating revenues	47,960	42,998 1	12%	54,140	46,522	16%	68,744	67,828	1%	170,844	157,348	%6
Total EBITDA	11,333		12%	15,207	12,861	18%	11,586	12,194	-5%	38,125	35,193	8%
EBITDA margin	23.6%	23.6%		28.1%	27.6%		16.9%	18.0%		22.3%	22.4%	
	Tugboats	ats		Ports	ß		Logistic & Others	Others		Total	<u> </u>	

	I ugboats	ats		Ports	S		Logistic & Others	Others		lotal	=	
Year to Date Income Statement	2012	2011	∆%	2012	2011	∆%	2012	2011 2	∆%	2012	2011	∆%
	ThUS\$	ThUS\$		ThUS\$	ThUS\$		ThUS\$	ThUS\$		ThUS\$	ThUS\$	
Operating revenues	86,373	81,238	%9	48,766	42,226 1	15%	85,352	84,525	1%	220,491	207,989	%9
Cost of sales	(62,733)	(62,147)	1%	(34,155)	(30,533) 12%	2%	(68,258)	(009'29)	1% (165,146)	(160,280)	3%
Gross margin	23,640	19,091	24%	14,611	11,693 2	25%	17,094	16,925	1%	55,345	47,709	16%
Administrative expenses	(10,786)	(9,441)	14%	(5,720)	(4,687) 22%	2%	(9,623)	(7,813) 23%	3%	(26,129)	(21,941) 19%	19%
Operating result	12,854	9,650	33%	8,891	7,006 2	27%	7,471	9,112 -18%	8%	29,216	25,768	13%
Depreciation and amortization	10,378	12,191	-15%	2,962	2,472 2	20%	3,994	3,777 (6%	17,334	18,440 -6%	-6%
Consolidated EBITDA	23,232	21,841	%9	11,853	9,478 2	25%	11,465	12,889 -11%	1%	46,550	44,208	5%
EBITDA margin	26.9%	26.9%		24.3%	22.4%		13.4%	15.2%		21.1%	21.3%	
Affiliated Companies at Proportional Value												
Operating revenues	9,481	9,086	4%	56,132	49,427 14%	4%	52,729	52,560 (%0	118,342	111,073	7%
EBITDA	1,464	2,096	-30%	17,084	15,531 1	10%	12,675	13,554 -	-6%	31,223	31,181	%0
EBITDA margin	15.4%	23.1%		30.4%	31.4%		24.0%	25.8%		26.4%	28.1%	
Total Segments												
Operating revenues	95,854		6%	104,898	91,653 14%	4%	138,081	137,085	1%	338,833	319,062	6%
Total EBITDA	24,696	23,937	3%	28,937	25,009 1	16%	24,140	26,443 -	-9%	77,774	75,390	3%
EBITDA margin	25.8%	26.5%		27.6%	27.3%		17.5%	19.3%		23.0%	23.6%	



Balance Sheet and Other Indicators

Balance oncer and other multators	SM S	AAM		SAA	λM	
Balance Sheet	Jun-12	Dec-11	Δ%	Jun-12	Dec-11	Δ%
	ThUS\$	ThUS\$		ThUS\$	ThUS\$	
Cash and cash equivalents	48,464	-		48,461	43,770	11%
Other current assets	137,733	-		138,207	147,460	-6%
Current assets	186,197	-		186,668	191,230	-2%
Property, plant & equipment (net)	454,591	-		454,591	418,934	9%
Other non-current assets	324,636	-		324,636	284,691	14%
Non-current assets	779,227	-		779,227	703,625	11%
Total assets	965,424	-		965,895	894,855	8%
Other current financial liabilities	36,006	-		36,006	35,077	3%
Other current liabilities	73,378	-		63,758	59,790	7%
Current liabilities	109,384	-		99,764	94,868	5%
Other non-current financial liabilities	126,034	-		126,034	134,355	-6%
Other non-current liabilities	91,009	-		91,009	53,843	69%
Non-current liabilities	217,043	-		217,043	188,198	15%
Total liabilities	326,427	-		316,807	283,066	1 2 %
Equity attributable to equity holders of parent	629,710	-		639,803	603,352	6%
Minority interest	9,287	-		9,284	8,436	10%
Total equity	638,997	-		649,087	611,789	6%
Total equity and liabilities	965,424	-		965,895	894,855	8%

Other Financial Indicators	Jun-12	Dec-11	Δ%	Jun-12	Dec-11	Δ%
	ThUS\$	ThUS\$		ThUS\$	ThUS\$	
Financial debt	162,040	-		162,040	169,433	-4%
Net financial debt	113,576	-		113,579	125,662	-10%
Financial debt affiliated companies (PV)	101,946	-		101,946	107,570	-5%
Net financial debt affiliated companies (PV)	76,200	-		76,200	77,893	-2%
Debt ratio	0.51x	-		0.49x	0.46x	
Financial debt ratio	0.25x	-		0.25x	0.28x	
Leverage	0.18x	-		0.17x	0.21x	
Liquidity ratio	5.2x	-		5.2x	5.5x	
Return on equity (6 months)	4.8%	-		4.9%	5.1%	

Other Indicators	2Q'12	2Q'11	Δ%	YTD 2012	YTD 2011	Δ%
Transfered tons by consolidated ports (thousand)	1,398	1,237	13%	2,718	2,639	3%
Transfered tons by non-consolidated ports (PV, thousand)	3,013	2,749		5,919	5,323	
TEUs transfered by consolidated ports	185,116	148,318		356.885	315,249	
TEUs transfered by non-consolidated ports (PV)	237,865	191,633		445,441	359,528	
Consolidated tugboat maneuvers	15,754	16,599	-5%	32,139	33,164	-3%
Non-consolidated tugboat maneuvers (PV)	1,071	942	14%	1,915	1,988	-4%
Containers repaired by consolidated companies	28,915	30,449	-5%	60,107	69,295	-13%
Containers repaired by non-consolidated companies (PV)	2,243	1,742	29%	4,387	3,518	25%
Containers receipt and dispatched by consolidated companies	151,804	166,597	-9%	295,293	339,168	-13%
Containers receipt and dispatched by non-consolidated co. (PV)	12,041	16,645	-28%	25,583	30,702	-17%
Containers consolidated and deconsolidated	8,809	7,550	17%	18,059	14,611	24%
Cold storage in consolidated companies (tons)	210,257	181,194	16%	426,086	372,787	14%
Cold storage in non-consolidated companies (tons, PV)	5,713	1,866	206%	10,555	4,629	128%
Storage in consolidated companies (square meters)	161,922	193,381	-16%	341,474	410,331	-17%
Storage in non-consolidated companies (square meters, PV)	115,549	99,086	17%	230,597	203,833	13%
Route trips (freight) from consolidated companies	9,946	8,362	19%	21,093	18,148	16%