## 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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## 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.

## EBITDA

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 1 '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 1 S'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 1 S'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 $2 Q^{\prime} 11$, 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 $1 S^{\prime} 11$ and its EBITDA was US $\$ 23.2$ million, $6 \%$ more than in $1 S^{\prime} 11$. 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 2 Q'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 $1 S^{\prime} 11$. Therefore during the $1 S^{\prime} 12$, 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 SAAM -- |  | -- SAAM -- |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Second Quarter Income Statement | 2012 | 2011 | 2012 | 2011 | $\Delta \%$ |
|  | 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 | $\Delta \%$ |
|  | 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 SAAM --

| Year to Date Income Statement | 2012 | 2011 |
| :--- | ---: | ---: |
|  | ThUS\$ | ThUS\$ |
| Operating revenues | 220,491 | - |
| Cost of sales | $(165,146)$ | - |
| Gross margin | 55,345 | - |
| Administrative expenses | $(27,100)$ | - |
| Operating result | 28,245 | - |
| Other income (expenses) by function | 3,880 | - |
| Financial income | 3,372 | - |
| Financial expenses | $(4,838)$ | - |
| Profit (loss) from equity method associated | 10,777 | - |
| Exchange differences | $(2,010)$ | - |
| Gain (loss) from index adjusted units | 3 | - |
| Gain (loss) before income tax | 39,429 | - |
| Income tax | $(7,593)$ | - |
| Gain (loss) proceeding from continued operations | 31,836 | - |
| Gain (loss) attributable to equity holders of parent | 30,379 | - |
| Gain (loss) attributable to minority interest | 1,457 | - |

-- SAAM --

| 2012 | 2011 | $\Delta \%$ |
| ---: | ---: | ---: |
| ThUS\$ | ThUS\$ |  |
| 220,491 | 207,989 | $6 \%$ |
| $(165,146)$ | $(160,280)$ | $3 \%$ |
| 55,345 | 47,709 | $16 \%$ |
| $(26,129)$ | $(21,941)$ | $19 \%$ |
| 29,216 | 25,768 | $13 \%$ |
| 3,880 | 1,214 | $219 \%$ |
| 3,372 | 3,894 | $-13 \%$ |
| $(4,838)$ | $(4,749)$ | $2 \%$ |
| 10,777 | 12,445 | $-13 \%$ |
| $(2,007)$ | 312 | $\mathrm{~N} / \mathrm{A}$ |
| 3 | $(2)$ | $\mathrm{N} / \mathrm{A}$ |
| 40,404 | 38,883 | $4 \%$ |
| $(7,593)$ | $(6,306)$ | $20 \%$ |
| 32,811 | 32,577 | $1 \%$ |
| 31,355 | 30,611 | $2 \%$ |
| 1,456 | 1,966 | $-26 \%$ |


| Other Indicators | 2012 | 2011 |
| :--- | ---: | ---: |
|  | ThUS\$ | ThUS\$ |
| Depreciation and amortization | 17,334 | - |
| EBITDA | 45,579 | - |
| EBITDA margin | $20.7 \%$ | - |


| 2012 | 2011 | $\Delta \%$ |
| :---: | ---: | :---: |
| ThUS\$ | ThUS\$ |  |
| 17,334 | 18,441 | $-6 \%$ |
| 46,550 | 44,209 | $5 \%$ |
| $21.1 \%$ | $21.3 \%$ |  |




## Balance Sheet and Other Indicators

|  | -- SM SAAM -- |  |  | -- SAAM -- |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Balance Sheet | Jun-12 | Dec-11 | $\Delta \%$ | Jun-12 | Dec-11 | $\Delta \%$ |
|  | 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 | 12\% |
| 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 | $\Delta \%$ | Jun-12 | Dec-11 | $\Delta \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 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 | 5.5 x |  |
| Return on equity (6 months) | 4.8\% | - |  | 4.9\% | 5.1\% |  |


| Other Indicators | 2Q'12 | 2Q'11 | $\Delta \%$ | YTD 2012 | YTD 2011 | $\Delta \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 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 | 10\% | 5,919 | 5,323 | 11\% |
| TEUs transfered by consolidated ports | 185,116 | 148,318 | 25\% | 356,885 | 315,249 | 13\% |
| TEUs transfered by non-consolidated ports (PV) | 237,865 | 191,633 | 24\% | 445,441 | 359,528 | 24\% |
| 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\% |


[^0]:    ${ }^{1}$ 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.

