## Report on Results as of December 2013

Santiago, March 3, 2014.- Sociedad Matriz SAAM S.A. (SM SAAM) announced today its Consolidated Financial Results as of December 31th, 2013. During the period, the Company's total revenues amounted to US\$73.5 million, 24\% higher than in 2012.
Sales and EBIDTA, considering affiliated companies at their proportional value, rose to US\$725.7 million ( $+5 \%$ ) and to US $\$ 164.3$ million ( $+6 \%$ ), respectively.
The company stated that the positive results obtained were driven by the excellent performances of Port Terminals and Tugboats Divisions, while Logistics somewhat dampened said impulse due to its low performance and the expenses incurred into during the period in order to improve this.

The Port Terminals business segment ended the year 2013 with a very positive balance thanks to the increased load of cargo mobilized in Guayaquil and Florida terminals, abroad, and in Chilean terminals as well, with an emphasis on Iquique Terminal Internacional (ITI) which grew 14\%, and San Antonio Terminal Internacional (STI), as a result of which STI became, for the second consecutive year, the only terminal in Chile to transfer more than one million TEUs during the year. This greater dynamism, considering affiliated companies at their proportional value, allowed exceeding US $\$ 222$ million in sales, an increase of $7 \%$ over 2012, and to obtain an EBIDTA of US $\$ 63.5$ million, which represents a growth of $15 \%$. Likewise, significant objectives were achieved that improve expectations for future periods, such as commencement of reconstruction works in San Vicente Terminal Internacional (SVTI) after the 27-F earthquake, the 10-year concession extension for Iquique Terminal Internacional (ITI) and the 5 -year extension for STI, extensible for another five years.

The Tugboats business segment, considering affiliated companies at their proportional value, increased its sales in 2013 by $12 \%$ (to US $\$ 235.7$ million) and its EBIDTA by $13 \%$ (to US\$67.7 million) thanks to the incorporation of seven new vessels to its fleet (which now consists of 130 owned units distributed in 10 Latin American countries and consolidating its leadership at a Regional level), as well as to the closing of important contracts, and that the losses recorded in the Brazilian market in 2012 were reverted. The period was marked by the agreement reached with Boskalis Holding B.V. (Parent Company of SMIT, second actor in the tugboat business at a global level) to merge their operations in Brazil, Mexico, Panama and Canada. The joint operation will generate sales expected to reach close to US $\$ 250$ million in 2014 and will administrate a fleet of over 100 tugboats in those four markets.

The Logistics business segment had a difficult year, having to face a strong competition in the area of warehouse and container depot services, the final closure of Barón's Almacén Extraportuario in Valparaiso, and the regional deceleration of industries that make extensive use of their services. This entailed a 3\% drop in sales (to US\$268 million) which, in addition to the expenses incurred for reverting the situation, resulted in EBIDTA decreasing by $16 \%$ (to US $\$ 33$ million). During 2013, SAP R3 was started in Chile; a strategic study of the logistics business was carried out; a 4,000 m2 warehouse was built in Placilla Terminal Extraportuario; the extension of the Puerto Montt Cold Storage was commenced, and, through the affiliated company Aerosan, $80 \%$ of Aronem Air Cargo S.A. was acquired, affiliate dedicated to cargo warehousing in Quito airport, all of which allows forecasting a recovery in 2014.

At a consolidated level, increased revenues are partly explained by the sale of assets unrelated to the main business, such as the sale of Cargo Park S.A., a warehousing company, and Buildtek S.A., which provides engineering services to the mining industry. Clearing this short-term impact, earnings still increased by $7 \%$ in 2013.


## Income Statement

## Revenues

During the fourth quarter of the year, SM SAAM obtained consolidated revenues of US\$120.6 million, representing an increase of $4 \%$ with respect to the same period of the previous year, explained by the improved performance of Tugboats and Port Terminals. Nonconsolidated operations, considered at their proportional value, showed revenues of US\$63.2 million, 3\% less than in 4Q'12, due to lower sales of Tugboats and Logistics. Consequently, SM SAAM total revenues for the full year amounted to US\$183.8 million, an increase of $1 \%$ with respect to 4Q'12.
Total consolidated revenues for the year 2013 totaled US\$478.9 million, an increase of $7 \%$ with respect to the same period during the previous year, explained by the improved performance of the Tugboats and Port Terminals segments. Non-consolidated
 operations, considered at their proportional value, showed revenues for US $\$ 246.7$ million, $0.4 \%$ more than the previous year, explained by the better performance of Tugboats and Port Terminals.

## Cost of Sales

During the fourth quarter of 2013, consolidated cost of sales came to US\$93.9 million, a $6 \%$ increase over 4Q'12, explained by increased sales in the Tugboats and Port Terminals segments. Total consolidated cost of sales for the full year totaled US $\$ 367.2$ million, an increase of $9 \%$ with respect to the previous year, explained by increases in the Tugboats and Port Terminals segments.
Operating Results (1)
During 4Q'13, consolidated operating results amounted to US $\$ 7.5$ million, $32 \%$ lower than $4 Q^{\prime} 12$, explained mostly by the Logistics and Tugboat business segments. Selling and administrative expenses amounted to US\$19.2 million in 4Q'13, an increase of $13 \%$ compared with the same period last year, explained by the Tugboats and Port Terminals business segments.
Total consolidated operating results for the full year totaled US\$49.5 million, $5 \%$ lower than in the same period the previous year, explained primarily by the Logistics segment, which had lower results, and by the Tugboats segment, due to higher expenses resulting from implementing the association with SMIT.

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## EBITDA

During the fourth quarter of 2013, SM SAAM's consolidated EBITDA amounted to US\$19.6 million, which represented $7 \%$ less than the one obtained for the same period during the previous year. EBITDA margin decreased to $16 \%$, caused by the Logistics segment. Non-consolidated operations, considered at their proportional value, had an EBITDA of US $\$ 17.7$ million, $8 \%$ higher than in 4Q'12. Consequently, SM SAAM's total EBIDTA was US $\$ 37.3$ million, similar to the same period in 2012.
Total consolidated EBIDTA for the year amounted to US $\$ 94.3$ million, $6 \%$ higher than for the same period the previous period. EBIDTA's consolidated margin decreased slightly to $19.7 \%$, mainly due to the Logistics segment. Consolidated EBIDTA margin decreased slightly to $19.7 \%$, mostly because of the Logistics segment. Non-consolidated operations considered at their proportional
 value, showed an EBIDTA of US\$70 million, an increase of $7 \%$ with respect to the same period in the previous year. As a consequence of the above, SM SAAM's total EBIDTA amounted to US $\$ 164.3$ million, $6 \%$ higher than the previous year. EBIDTA margin rose to $22.6 \%$ this year.

## Non-Operating Results

Non-operating results for the fourth quarter of 2013 amounted to US $\$ 7.6$ million, $37 \%$ lower than in the same period of the previous year. These lower non-operating results are mostly explained by the lower results of associated companies and of derivatives.
Total non-operating results for the full year were US $\$ 38.4$ million, $52 \%$ higher than for the same period of the previous year, explained mainly by the sale of Cargo Park.

## Income Tax

During the fourth quarter of the year, income tax totaled US\$1.1 million, $143 \%$ lower than during the same period in the previous year, which is explained largely by a tax loss that resulted in an income tax credit in the Tugboats segment.
Total income taxes for the year amounted to US\$11.6 million, a decrease of $23 \%$ with respect to the previous year.

## Non-controlling interests

During the fourth quarter of 2013, earnings of non-controlling interests amounted to US $\$ 6.5$ million, $21 \%$ less than during the same period in the previous year. This increase is primarily explained by the lower results obtained by Port Terminals and Logistics.
Total earnings of non-controlling interests for the full year amounted to US\$27.2 million, 22\% more than during the same period of the previous year, explained mostly by the better results of the Port Terminals segment.

## Net Income for the Year

During the fourth quarter of 2013, profit attributable to equity holders of the Parent Company totaled US $\$ 15.7$ million, $20 \%$ less than in $4 Q^{\prime} 12$, primarily due to lower operating and non-operating results, but was offset by lower tax expenses.

Profit attributable to equity holders of the Parent Company for the full year 2013 amounted to US $\$ 73.5$ million, an increase of $24 \%$ over last year's period, explained largely by better operating results, driven by the excellent performance of Port Terminals and Tugboats segments, nonoperating results, and lower tax expenses than in 2012.


## Business Segments

SM SAAM has defined three business segments as characteristic of the operating activities undertaken in 12 countries by SAAM and subsidiaries, which are the following:
-Port Terminals Segment: provides port terminal operator services in Chile, USA, Ecuador, Mexico and Colombia.
-Tugboats Segment: includes such services as docking and un-docking, towing, rescuing, assistance to LNG plants and off-shore assistance services provided by the company with its fleet of 132 units in the principal ports of Chile, Peru, Ecuador, Mexico, Uruguay, Argentina, Brazil, Colombia, Guatemala, Costa Rica and Honduras.
-Logistics and Other Related Business Segment.: Provides services to:
i. shipping and airline companies: agency services, aviation and passenger services, stevedoring in terminals not under concession, and container depots and dock workshop services
ii. exporters and importers: warehousing, cold storage, cargo consolidation and deconsolidation, bulk and break bulk cargo, ground transportation and distribution, and
iii. special services such as sale and lease of containers and modules, connection and disconnection of flexible tubes, oil discharging, liquid storage, and services to the timber industry, among others. These services are primarily in Chile and Perú.

## Port Terminals Segment:

During the fourth quarter, consolidated revenues of Port Terminals came to US\$27.2 million, 14\% more than during the same period of the previous year, mainly explained by the starting of operations of TMAZ (Mazatlan) and the higher revenues in ITI (Iquique). Cost of sales were US $\$ 18.0$ million, $4 \%$ higher than in 4Q'12, mostly explained by TMAZ and ITI.
Administrative expenses came to US\$4.1 million, $16 \%$ higher than 4Q'12, primarily due to TPG and TMAZ. Therefore, consolidated operating results amounted to US\$5.1 million, $74 \%$ over that of 4Q'12 and EBITDA reached US\$7.5 million, 53\% higher than in 4Q'12.
Revenues of affiliated companies at their proportional value represented US\$28.9 million, $1 \%$ more than in 4Q'12. EBIDTA generated by these operations was US\$9.5 million, $31 \%$ more than that in 4Q'12, explained mostly by STI and ATI, which in December 2012 recognized a bonus for end of strike.
Considering the whole of the Port
 Terminals segment, during 4Q'13 revenues were US\$56.2 million, $7 \%$ higher than in 4Q'12, and EBIDTA came to US $\$ 17$ million, $40 \%$ more than that of the same period in the previous year. During 2013, consolidated revenues for this segment amounted to US $\$ 107.8$ million, an increase of $13 \%$ with respect to the 2012 period, and its EBIDTA was US\$26 million, an increase of $10 \%$ with respect to the previous year. The revenues of affiliated companies at their proportional value were US $\$ 114.2$ million, exceeding by $2 \%$ the revenues of the previous year, and EBIDTA was US $\$ 37.4$ million, an increase of $19 \%$ with respect to the previous year. Therefore, during 2013, total revenues for the Port Terminals business segment were US\$222 million, $7 \%$ more than during the

previous year, and total EBIDTA amounted to US $\$ 63.5$ million, an increase of $15 \%$ with respect to the same period in 2012.

## Tugboats Segment:

During the fourth quarter, Tugboats had consolidated revenues of US\$53.6 million, exceeding by $14 \%$ that of the same period the year before, which is largely explained by operations in Mexico, Uruguay and Brazil, as well as by the commencement of operations in Honduras and Colombia. This increase in revenues was partially offset by lower revenues in Costa Rica due to a decrease in the number of operations in that country. Cost of sales were US\$39.9 million, $18 \%$ over the cost of sales in 4Q'12, for the most part due to operations in Mexico, Uruguay, Chile and Brazil, as well as to the incorporation of Honduras and Colombia. Administrative expenses were US\$7.2 million, $25 \%$ more than in 4Q'12, mainly due to higher expenditures in Chile and Costa Rica, and also because of the new operations in Honduras and Colombia, partially offset by lower expenses in Brazil and Mexico. Therefore, consolidated operating results amounted to US\$6.1 million, a $13 \%$ decrease from 4Q'12 and EBITDA was US\$13.8 million, a $2 \%$
 increase from 4Q'12, primarily due to the Brazilian recovery.
Revenues of affiliated companies at their proportional value represented US\$7.6 million, a decrease of $16 \%$ respect to $4 Q^{\prime} 12$, explained primarily by the operation of the Peruvian company Trabajos Marítimos S.A. (TRAMARSA). EBIDTA generated by these operations amounted to US $\$ 2.0$ million, a decrease of $32 \%$ regarding $4 Q^{\prime} 12$, mainly due to TRAMARSA.

Considering the Tugboats segment as a whole, during 4Q'13 revenues amounted to US\$61.1 million, an increase of $9 \%$ with respect to 4Q'12, and EBIDTA was US $\$ 15.9$ million, $4 \%$ less than in the same period during the previous year.
During the twelve months of the year, consolidated revenues of this segment amounted to US $\$ 203.8$ million, $13 \%$ more than in the same period of the previous year and its EBITDA was US $\$ 58.0$ million, an increase of $14 \%$ over 2012. Revenues of affiliated companies at their proportional value totaled US $\$ 31.9$ million, an increase of $7 \%$ with respect to the previous year, and EBITDA was US $\$ 9.6$ million, $9 \%$ more than in 2012. Therefore, during the twelve months of the year, total revenues of the entire Tugboats segment were US\$235.7 million, a $12 \%$ increase regarding the previous year, and total EBITDA amounted to US\$67.7 million, an increase of $13 \%$ with respect to 2012, mainly explained by the incorporation to the fleet of 7 new tugboats, and to the start of operations in Honduras and Colombia.

| Other Background Information | 4 Q 2013 | 4 Q 2012 | $\Delta \%$ | 2013 | 2012 | $\Delta \%$ |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| Consolidation tugboat operations | 16,750 | 16,368 | $2 \%$ | 66,293 | 63,921 | $4 \%$ |
| Non-consolidating tugboat <br> operations (VP) | 947 | 1,160 | $-18 \%$ | 3,707 | 4,475 | $-17 \%$ |



## Logistics Segment and Other Related Businesses:

During the fourth quarter, the Logistics segment's consolidated revenues were US\$39.7 million, $13 \%$ less than in 4Q'12, mostly explained by the businesses of container depots and dock workshops in Chile, port operations in ports not under concession and a volume decrease in the cargo terminals in Chile. Cost of sales came up to US\$35.9 million, 3\% less than in 4Q'12. These lower costs are mainly explained by the streamlining of Chilean operations. Administrative expenses totaled US\$7.8 million, $2 \%$ higher than in 4Q'12, primarily explained by Chile and Brazil. Therefore, consolidated operating results came to US\$-4.0 million, $699 \%$ less than in 4Q'12 and EBITDA came to US\$-1.8 million, a decrease of $168 \%$ with respect to 4Q'12.

Revenues of affiliated companies at
 their proportional value represented US $\$ 26.5$ million, 2\% lower than in 4Q'12, mainly explained by the sale of Cargo Park in July 2013 and the sale of Tecnologías Industriales Buildtek S.A. (TIBSA) materialized in October 2013. These decreases were partially offset by the timber company Reloncavi. The EBITDA generated by this segment was US $\$ 6.1$ million, an increase of $1 \%$ over that in 4Q'12, primarily explained by the sale of Cargo Park and TIBSA and by TRAMARSA's lower results.

Considering the overall Logistics Business Segment, during 4Q'13 revenues totaled US\$66.3 million, a decrease of $9 \%$ regarding 4Q'12, and EBITDA came to US $\$ 4.3$ million, $50 \%$ less than in the same period of the previous year.
During the twelve months of the year, consolidated revenues of this segment amounted to US $\$ 167.3$ million, $3 \%$ less than in 2012, and EBITDA was US $\$ 10.1$ million, $30 \%$ lower than in the previous year. Revenues of affiliated companies at their proportional value were US $\$ 100.6$ million, $3 \%$ less than the revenues of the previous year, and EBIDTA came to US\$22.9 million, a decrease of $8 \%$ with respect to the previous year. Therefore, during 2013, total revenues of the Logistics business segment were US $\$ 267.9$ million, $3 \%$ less than in 2012, and total EBIDTA amounted to US\$33.0 million, a decrease of $16 \%$ with respect to the same period in 2012.


Income Statement
-- SM SAAM --

| Fouth Quarter Income Statement | 2013 | 2012 | $\Delta \%$ |
| :---: | :---: | :---: | :---: |
|  | ThUS\$ | ThUS\$ |  |
| Operating revenues | 120,656 | 111,191 | 9\% |
| Cost of sales | $(93,933)$ | $(84,589)$ | 11\% |
| Gross margin | 26,723 | 26,602 | 0\% |
| Administrative expenses | $(19,200)$ | $(14,714)$ | 30\% |
| Operating result | 7,523 | 11,888 | -37\% |
| Other income (expenses) by function | 2,333 | $(1,491)$ | N/A |
| Financial income | 1,929 | 1,711 | 13\% |
| Financial expenses | $(3,303)$ | $(2,214)$ | 49\% |
| Profit (loss) from equity method associated | 6,553 | 3,204 | 105\% |
| Exchange differences | 139 | 1,038 | N/A |
| Gain (loss) from index adjusted units | 18 | (1) | N/A |
| Gain (loss) before income tax | 15,192 | 14,135 | 7\% |
| Income tax | 1,174 | $(4,872)$ | -124\% |
| Gain (loss) proceeding from continued operations | 16,366 | 9,263 | 77\% |
| Gain (loss) attributable to equity holders of parent | 15,705 | 8,609 | 82\% |
| Gain (loss) attributable to minority interest | 661 | 654 | 1\% |
| Other Indicators | 2013 | 2012 | $\Delta \%$ |
|  | ThUS\$ | ThUS\$ |  |
| Depreciation and amortization | 12,078 | 9,456 | 28\% |
| EBITDA | 19,601 | 21,344 | -8\% |
| EBITDA margin | 16.2\% | 19.2\% |  |
|  | -- SM S | M -- |  |


| Year To Date Income Statement | 2013 | 2012 | $\Delta \%$ |
| :---: | :---: | :---: | :---: |
|  | ThUS\$ | ThUS\$ |  |
| Operating revenues | 478,942 | 331,682 | 44\% |
| Cost of sales | $(367,201)$ | $(249,735)$ | 47\% |
| Gross margin | 111,741 | 81,947 | 36\% |
| Administrative expenses | $(62,158)$ | $(41,494)$ | 50\% |
| Operating result | 49,583 | 40,453 | 23\% |
| Other income (expenses) by function | 16,616 | 2,069 | 703\% |
| Financial income | 6,178 | 5,083 | 22\% |
| Financial expenses | $(11,899)$ | $(7,052)$ | 69\% |
| Profit (loss) from equity method associated | 27,206 | 13,981 | 95\% |
| Exchange differences | 333 | (972) | N/A |
| Gain (loss) from index adjusted units | 22 | 2 | 1000\% |
| Gain (loss) before income tax | 88,039 | 53,564 | 64\% |
| Income tax | $(11,647)$ | $(12,465)$ | -7\% |
| Gain (loss) proceeding from continued operations | 76,392 | 41,099 | 86\% |
| Gain (loss) attributable to equity holders of parent | 73,531 | 38,988 | 89\% |
| Gain (loss) attributable to minority interest | 2,861 | 2,111 | 36\% |
| Other Indicators | 2013 | 2012 | $\Delta \%$ |
|  | ThUS\$ | ThUS\$ |  |
| Depreciation and amortization | 44,708 | 26,790 | 67\% |
| EBITDA | 94,291 | 67,243 | 40\% |
| EBITDA margin | 19.7\% | 20.3\% |  |




## Balance Sheet and Other Indicators

| -- SM SAAM -- |  |  |  |
| :---: | :---: | :---: | :---: |
| Balance Sheet | dic-13 | dic-12 | $\Delta \%$ |
|  | ThUS\$ | ThUS\$ |  |
| Cash and cash equivalents | 49,005 | 36,165 | 36\% |
| Other current assets | 152,576 | 141,694 | 8\% |
| Current assets | 201,581 | 177,859 | 13\% |
| Property, plant \& equipment (net) | 514,677 | 488,801 | 5\% |
| Other non-current assets | 354,454 | 347,922 | 2\% |
| Non-current assets | 869,131 | 836,723 | 4\% |
| Total assets | 1,070,712 | 1,014,582 | 6\% |
| Other current financial liabilities | 35,727 | 38,098 | -6\% |
| Other current liabilities | 93,457 | 87,503 | 7\% |
| Current liabilities | 129,184 | 125,601 | 3\% |
| Other non-current financial liabilities | 155,430 | 128,017 | 21\% |
| Other non-current liabilities | 91,725 | 94,990 | -3\% |
| Non-current liabilities | 247,155 | 223,007 | 11\% |
| Total liabilities | 376,339 | 348,608 | 8\% |
| Equity atrributable to equity holders of parent | 684,092 | 655,982 | 4\% |
| Minority interest | 10,281 | 9,992 | 3\% |
| Total equity | 694,373 | 665,974 | 4\% |
| Total equity and liabilities | 1,070,712 | 1,014,582 | 6\% |
|  |  |  |  |
| Other Financial Indicators | dic-13 | dic-12 | $\Delta \%$ |
| Debt ratio | 0.54x | 0.52x |  |
| Financial debt ratio | 0.28 x | 0.25x |  |
| Leverage | 0.20x | 0.20x |  |
| Liquidity ratio | 1.56x | 1.42x |  |
| Return on equity (9 \& 12 months) | 10.7\% | 9.1\% |  |


| Other Indicators | 4Q'13 | 4Q'12 | $\Delta \%$ | YTD 2013 | YTD 2012 | $\Delta \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Transfered tons by consolidated ports (thousand) | 1,502 | 1,353 | 11\% | 5,875 | 5,332 | 10\% |
| Transfered tons by non-consolidated ports (PV, thousand) | 2,633 | 2,887 | -9\% | 11,049 | 11,442 | 3\% |
| TEUs transfered by consolidated ports | 170,745 | 167,801 | 2\% | 701,241 | 698,007 | 0\% |
| TEUs transfered by non-consolidated ports (PV) | 200,849 | 223,945 | -10\% | 884,433 | 888,399 | 0\% |
| Consolidated tugboat maneuvers | 16,750 | 16,368 | 2\% | 66,293 | 63,921 | 4\% |
| Non-consolidated tugboat maneuvers (PV) | 947 | 1,160 | -18\% | 3,707 | 4,475 | -17\% |
| Containers repaired by consolidated companies | 24,066 | 24,286 | -1\% | 106,325 | 125,201 | -15\% |
| Containers repaired by non-consolidated companies (PV) | 949 | 765 | 24\% | 3,459 | 6,992 | -51\% |
| Containers receipt and dispatched by consolidated companies | 142,847 | 180,981 | -21\% | 690,978 | 698,519 | -1\% |
| Containers receipt and dispatched by non-consolidated co. (PV) | 14,256 | 12,915 | 10\% | 48,641 | 52,267 | -7\% |
| Containers consolidated and deconsolidated | 13,422 | 7,994 | 68\% | 31,560 | 35,025 | -10\% |
| Cold storage in consolidated companies (tons) | 40,927 | 200,164 | -80\% | 639,211 | 894,795 | -29\% |
| Cold storage in non-consolidated companies (tons, PV) | 0 | 8,104 | -100\% | 10,477 | 22,389 | -53\% |
| Storage in consolidated companies (square meters) | 174,215 | 169,358 | 3\% | 697,097 | 700,854 | -1\% |
| Storage in non-consolidated companies (square meters, PV) | 0 | 115,557 | -100\% | 0 | 461,027 | -100\% |
| Route trips (freight) from consolidated companies | 7,459 | 8,539 | -13 | 37,065 | 38,577 | -4\% |


[^0]:    1 Operating result = gross margin - administrative and selling expenses

