



COMPAÑÍA SUD AMERICANA DE VAPORES S.A.
Annual Report 2012





### **General Information**

Name

Compañía Sud Americana de Vapores S.A.

• Ticker Name

**Vapores** 

- Tax Number 90.160.000 - 7
- Type of Entity
  Open Corporation
- Securities Register No.
- Legal Domicile Valparaiso, Chile.

# **Constitution Documents**

Compañía Sud Americana de Vapores was constituted by public deed dated October 4, 1872 before the Valparaiso notary Julio César Escala. Its existence was authorized by Supreme Decree 2,347 of October 9, 1872. These documents were registered in folio 486, No.147 and folio 497, No.148 respectively in the Valparaiso Trade Register on October 15, 1872.

# Offices

# **Valparaiso**

Plaza Sotomayor 50, Valparaiso. Area Code 2360171 PO Box 49-V Telephone: (56-32) 220 3000 Telefax: (56-32) 220 3333

# Santiago

Hendaya 60, floors 10 to 14 Area Code 6760399 PO Box 186 – Correo 34 Telephone: (56-2) 330 7000 Telefax: (56-2) 330 7700

## Internet

Web site: www.csav.com





# Annual Report 2012

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# CHAIRMAN'S STATEMENT

### TO OUR SHAREHOLDERS:

The year 2012 was one of consolidation of the changes made during 2011, when we experienced a deep crisis in the shipping industry. Although the Company produced a loss of US\$314 million for the year, of which US\$126 million related to the effects of restructuring, we observed a positive tendency in the results throughout the year. In fact, an operational equilibrium was reached following seven consecutive quarters of losses, producing positive earnings of US\$56 million in the last quarter of the year.

Ordinary revenue amounted to US\$3,432 million for the year 2012, a decrease of US\$1,364 million, or 28.4%, compared to the year before, mainly explained by the significant reduction in cargo carried by the containership services as a result of the implementation of the restructuring plan and the decision to remain in those routes where the Company has and can develop competitive advantages. The cost of sales was US\$3,388 in 2012 which represents a reduction of US\$2,242 million, or 40%, with respect to the year before, also explained by a substantial fall of 38% in the volume carried in the containership services as a result of the implementation of the restructuring. This shows the improvement in the Company's efficiency, reflected in a fall in costs of two percentage points more than the reduction in volume.

In view of the importance and impact of the drastic measures taken in recent years, I feel it is important to mention the steps and achievements of this restructuring process as these are deep transformations that set the bases of a more solid Company prepared to face the normal cycles of this industry.

## Reduction in the size of the Company:

After growth that basically doubled the Company's transport capacity in the period 2009-2010, which catapulted it to among the largest in the world in terms of installed capacity, offering services in practically the whole of the world, it was decided to reduce the size of the operations and basically concentrate these where the Company has comparative advantages. This is explained by operating the largest ships of the traffics and also of a significant size that permits efficient economies of scale for the port and terminal operations. This led naturally to our concentrating mainly on the services related to exports and imports from and to Latin America and the Caribbean, plus a few emerging markets with high growth expectations. With this new configuration, the Company returns to a size similar to what it had before its expansion.

Increase in joint operations and economies of scale:

At the same time as its reduction in size, it was important for the Company to secure greater efficiency by operating large-sized vessels on each traffic. For this, conversations began at the start of the restructuring process with the principal operators on the Latin American continent in order to start operating in consortia on all the traffics. This has enabled us to consolidate cargo volumes with other operators in larger ships, thus accessing the economies of scale that are essential for generating competitive costs. At the end of this process, the Company started operating in consortia for all its cargo, compared with 30% at the start.



### Increase in own fleet and assets:

One of CSAV's principal historic problems has been its lack of own strategic assets. The Company in early 2011 had just 8% of own fleet. It has advanced in this area greatly with the delivery of 8 ships during 2011 and 2012, coupled with a reduction in the Company's overall fleet, which have increased own fleet to 37% of the total today. Despite this important improvement, we believe that the industry as a whole, but particularly CSAV, still has a high level of operating debt in ship charter contracts and container leasing. These must be corrected in order to reduce volatility in the Company's results and allow it to have the assets necessary and essential for its development, without having to pay rentals for them which imply, and thus oblige, taking long contract positions that can produce economic losses when freight rates fall, as has been evident in the results of the whole industry and of CSAV in recent years.

# Financial strengthening:

As part of this financial strengthening plan a capital increase was approved in October 2011 for US\$1,200 million in order to respond to the Company's financial needs, in addition to the division of CSAV with the creation of a new company, SM-SAAM. This new company would have a 99.99% shareholding in the subsidiary SAAM following this increase, while all the proceeds would remain with CSAV. The capital increase was completed successfully in February 2012, with the full subscription of the amount approved. Effective March 1, 2012, the two companies are being traded independently on the stock exchanges.

As a result of the subscriptions made by shareholders and third parties in this capital increase, CSAV's shareholding structure changed substantially. The direct and indirect shareholding of Quiñenco became 37.44%, making it the legal controller of CSAV. The board of directors was renewed at the ordinary shareholders' meeting of April 20, 2012, the members elected being Juan Antonio Álvarez Avendaño, Hernán Büchi Buc, Arturo Claro Fernández, Canio Corbo Lioi, José De Gregorio Rebeco, Juan Francisco Gutiérrez Irarrázaval, Gonzalo Menéndez Duque, Francisco Pérez Mackenna, Christoph Schiess Schmitz, Víctor Toledo Sandoval and the undersigned as chairman.

As a consequence of this deep operational and financial restructuring, the Company today has a more competitive cost structure and a capital base that enables it to introduce the necessary changes at a very complicated moment for the shipping industry. The Company is now on a good footing to take advantage of the positive market cycle when the imbalances in supply and demand normalize that have so severely affected ex-bunker tariffs.

The shipping industry in general is still suffering from the imbalances in supply and demand that cause strong volatility in freight rates and therefore companies' revenues. These imbalances have tended to decline as a result of a series of initiatives taken by the world's different shipping companies, such as slow steaming, an increase in the fleet laid up at levels of 5% for several quarters now, the record increase in the scrapping of ships and the increase in joint operations. These measures have been driven by the delicate financial situation of most shipping companies which are not now disposed to continue with negative results.

This has permitted freight rates during 2012, which from a global economic point of view has been a significantly more difficult year than 2011, to improve importantly, although still not reaching the historic levels of ex-bunker tariffs.

The projections of new ship deliveries by shipyards for 2013 amount to approximately 10% of the world fleet. This compares with a projection of industry growth in the range of 5% to 7%, depending on the different analysts. This represents a complex scenario for the industry in 2013, which should continue with the measures described in the previous paragraph. The complicated financial position of most competitors was a stabilizing factor during 2012 and will continue to be so during 2013, in our opinion. Market evolution during 2013 will depend fundamentally on the rationality of the measures taken by the principal shipping companies.

Despite the volatility and risks, we are optimistic about CSAV's future. We have made great efforts to transform the Company into an efficient one, better capitalized, focused on its customers and with a strong presence in the Latin American markets where we believe we have competitive advantages. While the industry crisis has not finished, we do see changes that may be vital for the recovery and stability of the industry in the medium and long term, as a result of the enormous losses the shipping industry as a whole has faced since the crisis of 2009.

In concluding, I should like to take advantage of this occasion to express my sincere recognition and thanks to everyone forming part of the CSAV team for their valuable disposition and commitment in perhaps the most difficult year the Company has had to face. I also wish to thank our customers for their support, who despite the difficulties affecting the Company, continued to trust in our service. Lastly, I want to thank our shareholders most sincerely, who not only made a great effort by subscribing to the capital increases but also have given us enormous support in the decisions we have implemented.

GUILLERMO LUKSIC CRAIG CHAIRMAN





# **BOARD OF DIRECTORS**

CHAIRMAN
Guillermo Luksic Craig
Businessman
Joined the board in April 2011
Tax No.: 6.578.597-8

VICE CHAIRMAN

Francisco Pérez Mackenna
Commercial Engineer
Joined the board in April 2011
Tax No.: 6.525.286-4

# **DIRECTORS**



# Juan Antonio Álvarez Avendaño

Lawyer Joined the board in March 2011 Tax No.: 7.033.770-3

# Arturo Claro Fernández

Agronomist Joined the board in April 1987 Tax No.: 4.108.676-9

# José De Gregorio Rebeco

Civil Engineer Joined the board in April 2012 Tax No.: 7.040.498-2

# Gonzalo Menéndez Duque\*

Commercial Engineer Joined the board in April 2011 Tax No.: 5.569.043-K

# Víctor Toledo Sandoval\*

Commercial Engineer Joined the board in April 2011 Tax No.: 5.899.818-4

\*Member of the Directors' Committee.

# Hernán Büchi Buc

Civil Engineer Joined the board in April 2012 Tax No.: 5.718.666-6

# Canio Corbo Lioi\*

Civil Engineer Joined the board in April 2009 Tax No.: 3.712.353-6

# Juan Francisco Gutiérrez Irarrázaval

Lawyer Joined the board in April 2012 Tax No.: 6.693.164-1

# **Christoph Schiess Schmitz**

Commercial Engineer & Bachelor of Commerce Joined the board in April 1996 Tax No.: 6.371.875-0

SECRETARY TO THE BOARD Claudio Barroilhet Acevedo

Lawyer

Tax No.: 10.412.595-6





# Renewal of the board

The Company's ordinary shareholders' meeting of April 20, 2012 elected the following members of the board:

Guillermo Luksic Craig; Francisco Pérez Mackenna; Juan Antonio Álvarez Avendaño; Hernán Büchi Buc; Arturo Claro Fernández; Canio Corbo Lioi; José De Gregorio Rebeco; Juan Francisco Gutiérrez Irarrázaval; Gonzalo Menéndez Duque; Christoph Schiess Schmitz, Víctor Toledo Sandoval. The recently-elected board then apointed, with the abstention of those appointed, Guillermo Luksic Craig as chairman and Francisco Pérez Mackenna as vice-chairman, who accepted and gave thanks for their appointments. The meeting also agreed unanimously to appoint José Luis Cerda Urrutia (R.I.P) as honorary president, who accepted and gave thanks for the appointment.

# **Directors' Committee**

The member of the Directors' Committee, as referred to in article 50 bis of the Corporations Law, are the directors Canio Corbo Lioi, Gonzalo Menéndez Duque, and Víctor Toledo Sandoval who was elected as its chairman at its meeting held on May 29, 2012.



# MANAGEMENT

General Manager

Oscar Eduardo Hasbún Martínez

Commercial Engineer Tax No.: 11.632.255-2

Senior Vice President, Shipmanagement

**Héctor Arancibia Sánchez** 

Naval Mechanical Engineer Tax No.: 4.803.268-0

Senior Vice President, Special Services

Santiago Bielenberg Vásquez

Commercial Engineer Tax No. 5.051.578-8

Senior Vice President, Performance

Control

**Vivien Swett Brown** 

Commercial Engineer Tax No. 8.571.420-1

Senior Vice President, Development

**Mauricio Carrasco Medina** 

Civil Electrical Engineer Tax No.: 8.968.335-1

Senior Vice President, South America West

Coast Region

Gonzalo Baeza Solsona

Civil Industrial Engineer Tax No. 6.955.062-2

Senior Vice President, India Region

Dheeraj Bhatia

Sea Captain

Senior Vice President, Asia Region

Guillermo Ginesta Bascuñán

Civil Industrial Engineer Tax No. 7.011.275-2 Senior Vice President, Commercial and

Marketing

Andrés Kulka Kuperman

Commercial Engineer Tax No.: 7.711.411-4

Senior Vice President, Operations and Devel-

onmen

Christian Seydewitz Munizaga

Civil Engineer Tax No.: 9.580.576-0

Senior Vice President, Administration and

Finance

Nicolás Burr Garcia de la Huerta

Civil Industrial Engineer Tax No.: 13.039.622-4

Senior Vice President, Strategic Development

and Planning

**Rafael Ferrada Moreira** 

Commercial Engineer Tax No. 10.302.911-2

Senior Vice President, Lines Planning

Alejandro Pattillo Moreira

Degree in Economics Tax No. 7.431.351-5

Senior Vice President, Sales

Arturo Castro Miranda

Transport Execution Engineer

Tax No. 6.997.529-1

Senior Vice President, Europe Region

Juan Pablo Richards Bravo

Commercial Engineer Tax No. 9.899.636-2 Comptroller

**Gabriel Escobar Pablo** 

Commercial Engineer Tax No. 7.583.066-1

Senior Vice President, Human Resources

Juan Carlos Valenzuela Aguirre

Degree in Philosophy Tax No. 9.805.849-4

Chief Lawyer

**Claudio Barroilhet Acevedo** 

Lawyer

Tax No. 10.412.595-6

Senior Vice President, Systems

Fernando Valenzuela Diez

Naval Electronic Engineer

Tax No. 7.175.694-7

Senior Vice President, Cargo Services

José Miguel Respaldiza Chicharro

Commercial Engineer Tax No. 6.598.055-k

Senior Vice President, South America East

Coast Region

**Enrique Arteaga Correa** 

Civil Industrial Engineer Tax No. 9.771.836-9

Senior Vice President, North America, Central

America and Caribbean

Alvaro Infante González

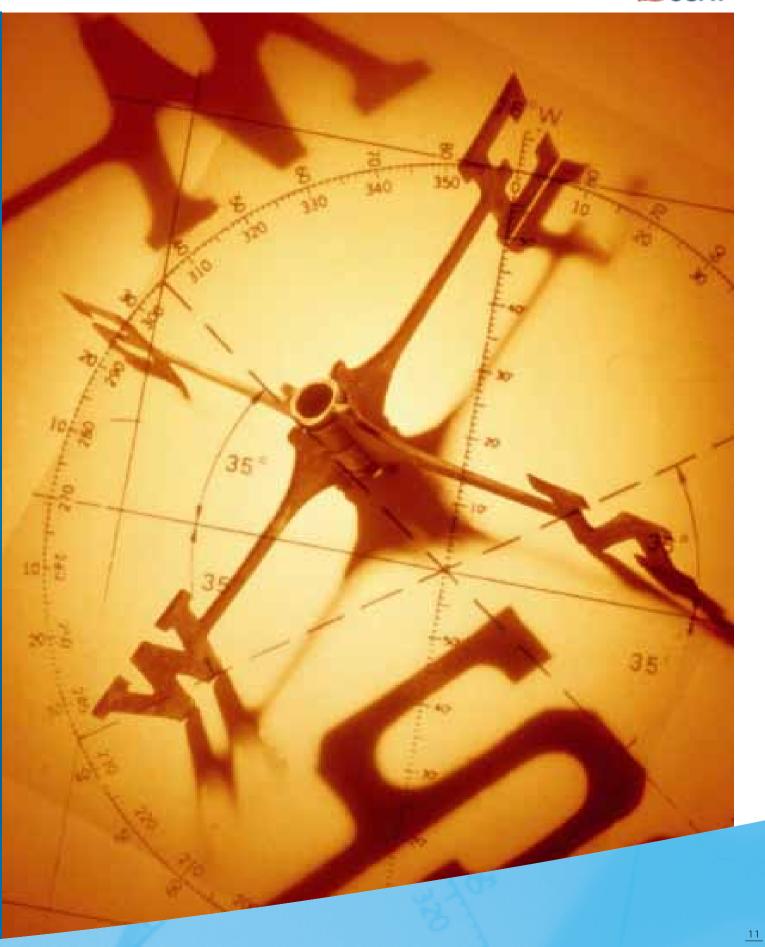
Degree in Economics & International Trade

Tax No. 8.331.255-6

# **ORGANIZATION STRUCTURE**







# **ACTIVITIES AND BUSINESSES**





# **History**

Founded in 1872, CSAV is one of the oldest shipping companies in the world.

Since its origins, it represented the only connection with regions far from Chile. The opening of the Panama Canal in 1914 permitted the extension of its lines to New York, which then intensified with the withdrawal of European shipping companies during the First World War.

In 1938, following the world economic crisis of 1929, CSAV placed three ships of aerodynamic design into service, which enabled it to consolidate the line services to New York and extend them to Europe.

With the ending of the Second World War in 1945, the Company's services showed vigorous growth with the incorporation of ports in Germany, Belgium, Holland and England. During this period, the holds of some vessels were converted to reefer chambers which permitted the start of fruit transport on its regular services to the United States and Europe. The development of this activity made Sud Americana de Vapores a leader in the transport of refrigerated products.

Bulk shipping gained in importance from 1943 and later, in 1974, there was a strong drive to consolidate its international services.

Agencias Aéreas y Marítimas S.A. (SAAM) was formed by the Company in 1961 for air and shipping agency business.

The promulgation in 1979 of Decree Law 3,059 (National Merchant Marine Development Law) led to a stage of great dynamism and growth for the Company's businesses. New traffics were started in 1984 and its existing services to North Europe, Far East and Japan, Mediterranean, America Pacific and Southeast Asia were modified. There was also important growth in the specialized services for refrigerated, vehicle and bulk cargoes.

Starting in the early 1990s, the Company had to face new and greater challenges as a result of the opening up of competition allowed by the governments of most Latin American countries. CSAVand its subsidiaries therefore increased their businesses in the region, covering Peru, Colombia, Ecuador, Argentina, Mexico and Brazil, with more and improved services, new routes and activities related to the shipping business.

Between 2005 and 2007, CSAV extended its network of own agencies and received 13 containerships, out of the building program of 22 ships ordered in 2003.

In 2008, the Company began to experience the effects of the most important world crisis since the Great Depression of 1929. As CSAV is a highly-globalized company, the effects of a significant contraction in global trade began to be felt severely, principally in that year.

The shipping industry was one of the most affected as, for the first time in history, there was a pronounced fall in demand for shipping while the supply of ships rose, which factors together caused international freight rates to fall sharply.

In this complex scenario, the Company made plans in 2009 for its financial strengthening and restructuring of operations. The deepest of these was carried out after April 2011, following the entry as a shareholder of Quiñenco, the holding company of the Luksic Group.

During 2012, the Company successfully completed its financial and operating restructuring plan begun in the second half of 2011.

In February 2012, a capital for US\$1,200 was fully subscribed, at the same timed performing the division of the Company with the creation of SM-SAAM which then became the controller of the shares in the former subsidiary SAAM. This capital increase, of almost US\$500 million, carried out in the second half of 2011, enabled CSAV to strengthen its financial and capital structure.

The Company's operational restructuring, which contemplated the rationalization of services, an increase in joint-operating agreements, the incorporation of own fleet (and the increased proportion of this in the Company's operations) and changes in the organizational structure, began to show positive results which were expected from the second quarter of 2012. The operational restructuring meant that the Company had to book important losses for restructuring during 2011 and 2012.

# **HIGHLIGHTS CSAV**

**1872** Creation of Compañía Sud Americana de Vapores (CSAV) out of the merger of Compañía Chilena de Vapores and Compañía Nacional de Vapores in Valparaiso on October 9.

**1873 First international experience** with the establishment of a service to the port of Callao in Peru, which was extended to Panama in 1874.

**1883 Agreement with Pacific Steam Navegation Company** (known in Chile as the Compañía Inglesa de Vapores) permits stabilizing the service to Panama. The Company also creates connections to other parts of the world through agreements with various foreign companies.

**1938** Consolidation of the line to New York and extension to Europe following the incorporation of three new ships.

**1961 Creation of Agencias Aéreas y Marítimas S.A.** (SAAM) for air and shipping agency business.

**1979 Promulgation of Decree Law 3,059** (National Merchant Marine Development Law) led to a stage of great dynamism and growth for the Company's businesses.

**1984** New traffics and modifications of services to North Europe, Far East and Japan, Mediterranean, America Pacific and Southeast Asia.

1996 Start of oil and derivatives services following an agreement with the Norwegian company Kristian Gerhard Jebsen Skipsrederi A/S to jointly operate 7 Aframax OBO ships. These dual-purpose vessels allow the carrying of oil and its byproducts. The fleet was later expanded to a total of 11 vessels which operated in the

principal Atlantic markets.

**1997 Chemical product transport service** begun under a commercial agreement with Odfjell ASA, a world leader in the transport of chemicals, to exploit this business in Chile and other countries on the West Coast of South America.





**1998 ISO 9002 certification** granted to CSAV by Lloyd's Register Quality Assurance (LRQA). This confirms that CSAV has a quality-management system applicable to its domestic and global shipping services, which meets international standards.

1999 International expansion of the Company with the purchase of majority holdings in Companhia Libra de Navegaçao, Brazil, and Montemar Marítima S.A., Uruguay, which participate in different containership markets between the East Coast of South America and the United States and Europe.

**1999 Entry into the cement** carrying business with a holding in Belden Shipping, one of the world's largest cement shipping companies.

2000 Participation in port companies (through its subsidiary SAAM): San Antonio Terminal Internacional S.A. (STI), San Vicente Terminal Internacional S.A. (SVTI) in association with the American company SSA Holding International (SSA), and Iquique Terminal Internacional S.A. (ITI) together with Urbaser of the Dragados Group, Spain.

**2000** Acquisition of the assets of Norasia Lines Ltd., a Maltese shipping company, which gives it entry to the East–West routes (Asia-Europa, Transpacific and Transatlantic), and of the company Norasia China Ltd., constituted in Hong Kong, with operations in various cities in the Peoples' Republic of China.

**2003 Signing, through one of its subsidiaries and in association** with Peter Döhle Schiffahrtskontor KG, of a shipbuilding contract for 22 container ships with a total capacity of 108,700 Teus.

**2003 SAAM is awarded a 20-year concession** for operating two port terminals in Antofagasta.

**2004 Association for operating bulk** cargo vessels with Drylog Bulk Carriers Ltd., Bocimar Internacional N.V., and AMN Shipventure Inc

**2004 Sale of holdings** in SKS OBO Holding Limited, Bermuda, SKS OBO Limited, Bermuda and OBO MAR AS, Norway.

**2004 SAAM is jointly awarded** a 20-year concession to operate two port terminals in Arica, together with other partners.

# 2005 Extension of network of own

agencies to three important markets: India, Brazil and Mexico. CSAV that year also saw important growth in its operating capacity, which positioned it as one of fastest-growing companies during the year. The subsidiary SAAM grew strongly through the purchase of Brazil's third largest tug-operating company and the adjudication of the container terminal at Port Everglades, United States.

**2006** Final delivery of 13 containerships under the shipbuilding program begun in 2003 (6,500 Teus capacity).

**2006 Sale of participation** in Belden Shipholding Pte.Ltd.

**2007 Purchase of participation** in agencies in Argentina, Belgium, Korea, Spain, Holland and Italy.

# 2008 Start of the world financial crisis

that negatively affected the shipping industry and CSAV in particular. During 2009, the fall in demand caused the Company to report very heavy losses.

**2009 Financial and operational strengthening plan.** Agreement reached between the Company and the owners of chartered ships which included capital increases of US\$ 773 million and changes in the shipbuilding program that CSAV had in South Korea and Taiwan.

**2010 Strong and unexpected recovery** in demand for transport. CSAV expands very significantly its operations in various world traffics.

2010 Important changes in CSAV's asset structure. Apart from a capital increase of US\$ 223.8 million. a series of purchases and sales are made of participations in associates and subsidiaries which enabled the Company to strengthen its operative and commercial strategy. It thus acquired control of companies that controlled six containerships, and that operate the agencies in Holland, Germany, Belgium, Spain, Turkey, England and Argentina, and a participation in the company Wellington which is the parent of the companies Libra de Navegacao Brasil and Libra de Navegación Uruguay.

**2010 Delivery of two containerships** of 6,600 Teus capacity, from the CSBC shipyard in Taiwan.





### 2011

CSAV suffers the worst year in its history. Margins (freight rates, excluding fuel costs) reach the lowest level in the industry's history. At the same time, demand for transport decelerates during the year which, linked to the expansion of CSAV's operations, aggravates this severe crisis.

March. Quiñenco S.A., the parent company of the Luksic Group becomes a shareholder in CSAV. Towards the end of the second quarter, control was held by Quiñenco S.A. and Marítima de Inversiones S.A. (Claro Group), each with a shareholding of approximately 20.6%.

**April**. Change of board of directors. Guillermo Luksic Craig is elected chairman of CSAV.

**May.** Large-scale restructuring plan for the shipping business, which included changes in the structure of the line services, an important increase in operating partnerships (consortia), and change in the organizational structure.

**July**. Capital increase of US\$ 498 million, as part of the financial strengthening plan.

**October**. Approval of capital increase of US\$1,200 million and splitting off of the subsidiary SAAM. The latter will enable it to develop its own business independently and not be restricted by the results and volatility that the shipping business.

During the year, CSAV received four 8,000 Teus ships from the Samsung Heavy Industries shipyard in South Korea and a 6,600 Teus ship from CSBC in Taiwan.

### 2012

**February.** Successful conclusión of the capital increase of US\$1,200 million, with which Quiñenco S.A. obtains a 37.44% shareholding in the Company and the subsidiary SAAM (SM-SAAM) is separated from CSAV.

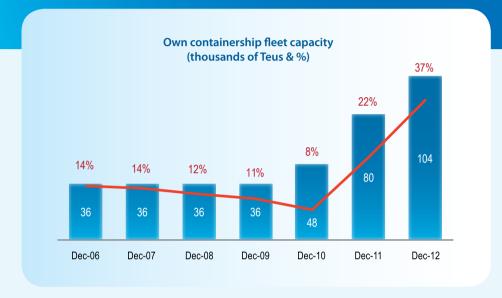
**July.** The vessel Tirúa is delivered, the last ship of the building order for seven 8,000 Teus ships, with which the Company obtains a 37% of capacity operated by own fleet (measured in operated Teus capacity).

**September. Following seven consecutive quarters of losses,** CSAV returns to positive operating results.

During the year, the organizational, operational and financial restructuring was successfully completed, complying with the objectives that had been defined and with the strategy for transforming CSAV into an efficient operator of a size suitably in line with its capital and assets structure.



# Containership cargo is CSAV's principal line of business



# **Profile of CSAV**

Compañía Sud Americana de Vapores is a global company based in Chile and the largest shipping company in Latin America and one of the 20 largest in the world, in terms of capacity. Founded in 1872, it is an open corporation whose shares have been quoted since 1893. It specializes mainly in container transport and also offers special services like bulk liquids and solids transport, refrigerated cargoes and cars.

CSAV operates 30 line services (plus feeder lines) in the five continents, with approximately 3.1 and 1.9 million Teus transported in 2011 and 2012 respectively. As of December 31, 2012, the fleet operated by CSAV consists of 53 containerships. The Company operates through a commercial network with a presence in more than 80 countries, generating approximately 85% of total revenues with its own agencies.



# **Shipping industry**

Over the past 30 years, the global shipping business has shown considerable growth as a result of economic growth and globalization, the export development of the Asian economies and the deregulation of foreign trade in general and of the shipping business in particular.

The shipping business is very competitive and is noted for its sensitivity to changes in economic activity. Time lags between these changes and the availability of cargo capacity generate high volatility in shipping tariffs and ship charter rates.

Shipping services can be divided into seven segments, according to the nature of the cargo carried: Containers, Cars, Solid Bulk, Refrigerated, Cement, Oil and Derivatives and Chemicals.

The most important segment for CSAV is container transport, the principal markets for which are the so-called East-West, comprising the sections Asia-Europe, Transpacific and Transatlantic. Next are the so-called North-South traffics among which the most important are the sections between South America and Asia, North America, Europe and the Mediterranean.

Container-freight activity has seen strong consolidation in recent years, which has accelerated during the crisis of 2008 and still very significantly affects the industry.

# Regulatory framework

The shipping business in Chile is mainly governed by the following laws:

Book III of the Chilean Commercial Code in its version according to Law 18,680 of January 11, 1988 which replaced the original Third Book that dated from 1865 when the Commercial Code came into effect

Law 2,222 of May 31, 1978, which replaced the old navigation law of 1878. This has been amended by Laws 18,011 of July 1, 1981, 18,454 of November 11, 1985, 18,680 of January 11, 1988, 18,692 of February 19, 1988, 19,929 of February 11, 2004 and 20,070 of November 8, 2005.

Law 3,059 of December 22, 1979 which contains a new text of the Law on Development of the National Merchant Marine.

There are also a series of regulations governing various matters of a shipping nature, such as Ship Building and Repair, Prevention of Collisions, Registry of Ships and Naval Artifacts, Pilotage, and Ship Agents.

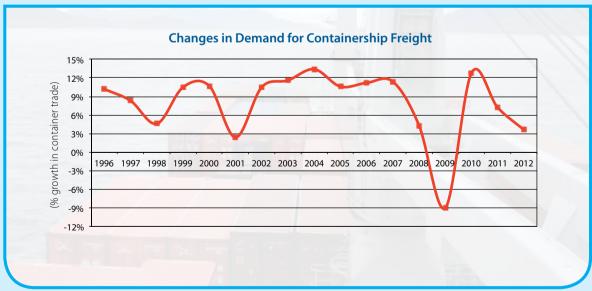
In the international area, there is a package of provisions that cover various aspects of the shipping business, including those that establish environmental rules that affect from the building to the operation of ships, and the entry to or leaving from the country of animal or vegetable species; salvage of vessels and naval artifacts and also anti-terrorist regulations.





# **The Competitive Environment**

The containerized general cargo segment has seen strong growth, at an average annual rate of 10%. However, the deep crisis affecting the global economy since late 2008 led to an important contraction in demand. In 2009, the industry contracted for the first time in its history, with a fall of 8.9%. In 2010 there was sharp recovery 12.1%, but this did not last. Growth in demand in 2011 began to slow down most significantly, negatively affecting the industry.



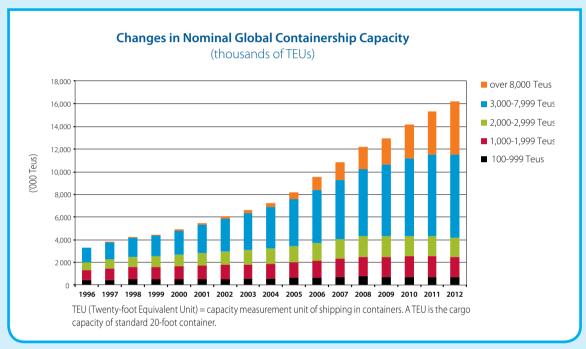
(Source: Clarkson Research Studies)



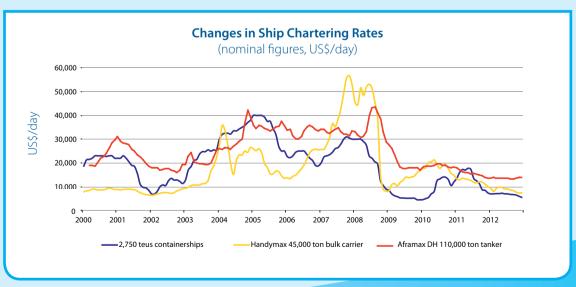
The supply of container ships has grown continuously at an average rate of close to 10% in order to meet growing demand. The delivery of ships that were being built around the middle of 2008, which represented about 60% of the fleet operated then, has generated a greater over-capacity.

In order to reduce this oversupply of space, the industry began to implement measures similar to those in effect during 2009, as from the second half of 2011. The measures taken were to detain the operated fleet (reaching 5% of available supply toward the end of 2012) and increase ship reduced steaming-time programs.

Toward the end of 2012, shipbuilding orders represented just 21% of the fleet operated, which implies an important adjustment with respect the expected growth in demand.



(Source: Clarkson Research Studies)



(Source: Clarkson Research Studies)

# THE CSAV GROUP IN 2012

# Results analysis

During 2012 and due to the overcapacity in the industry, freight rates continued to be volatile, while CSAV's tariff index showed a moderate recovery to an average of 1,860 points in the year, 15% higher than in 2011. This rise was offset by a 38% reduction in the number of Teus carried as a result of the implementation of the Company's restructuring plan.

Following seven consecutive quarters of operating losses, the Company produced an operating income in the third and fourth quarters of 2012, managing to recover from the fall in margins in previous periods caused by the tariff reduction combined with the increase in the fuel price, the industry's most important cost.

After reducing the size of the operations, concentrating basically on the services related to Latin America and a few other emerging markets with high growth expectations, the Company reached an idle capacity level in line with the industry, which allowed it to terminate the restructuring process. The result of discontinued operations in 2012 was a loss of US\$126 million, equivalent to 40% of the accumulated losses for the year, due mainly to onerous ship sub-chartering contracts and laying-up costs of excess ships.

In the second half of 2012, the Company produced positive earnings of US\$31.9 million, which sets a point of departure for the strengthening of the operations following the restructuring in 2011 and 2012.





# **RESTRUCTURING PLAN**

In view of the unfavorable market conditions, the Company decided in the second quarter of 2011 to redirect its commercial strategy in shipping services to strengthen its most relevant markets. It therefore developed a deep restructuring plan which produced the following main results: the closure of some transport services, the significant modification of the operation of others, and important joint-operating agreements with other shipping companies.

The principal objectives and actions of this restructuring plan are:

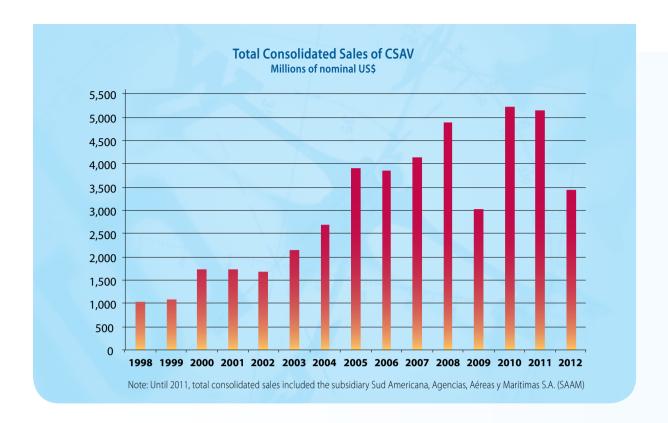
- (i) To reduce CSAV's exposure to the volatility of the shipping industry, particularly in the traffics and services where the Company has fewer competitive advantages. The plan implemented reduces the Company's cargocarrying capacity by more than 40%, compared to the levels at the beginning of 2011.
- (ii) To increase the Company's efficiency, operating larger-sized ships in every one of its traffics and services, through strategic associations with the industry's leading companies. This new strategic definition has led the Company to increase its volume of joint operations from around 30% in mid 2011 to almost 100% today.
- (iii) To increase the proportion of own fleet through the reduction in the size of capacity operated by the Company and support for the ship investment plan, financed partly by capital increases. This initiative will permit CSAV to grow its own carrying capacity from 8% at the end of 2010 to around 37% by December 2012.
- (iv) To substantially improve the Company's organizational structure and implement processes and information systems that improve visibility, increase the level of responsibility and decentralization of the structure, as well as the Company's capacity in decision-taking and integration with its customers. This plan has translated into the elimination of three hierarchical levels, a reduction of 700 personnel in the world and the development of relevant information projects and processes like the contribution and pricing systems.

This restructuring of shipping services caused non-recurring losses to CSAV from discontinued operations in 2012 amounting to US\$144 million before taxes, or US\$126 million after taxes.

The non-recurring losses from the restructuring of containership services explain almost all the losses from discontinued operations, especially losses related to the fleet (ships) reduction, which represent over 90% of the restructuring costs in 2012.

Of the total non-recurring losses from discontinued operations, US\$69 million relate to provisions for losses associated to the year 2013, whose cash outflow will occur during the next year.





The plan described was concluded in 2012. CSAV has therefore achieved the desired structure of shipping services and operating scale. The most significant effects of the restructuring were:

- (i) A reduction in containership carrying capacity of approximately 57% and a reduction in the number of ships in the fleet operated by CSAV of approximately 67%, compared to the highest point of 2011.
- (ii) **Strategic associations** with first-class shipping companies in almost all the traffics in which it participates.
- (iii) Increase in the proportion of own fleet in the containership business, from 8% at the beginning of 2011 to 37% at December 31, 2012.
- **(iv) Operation with more efficient ships of more competitive** size in practically all the traffics in which the Company operates.

In this way, CSAV managed to stop the increase in losses and begin to reverse them, in an environment where the rest of the industry has together most significantly produced worse results.

### **CONTAINERSHIP SERVICE**

The volume shipped by the Company in its containership services in 2012 was 1,933,411 Teus, which represents 38% less than in 2011 as a consequence of the implementation of the restructuring plan. The average sailing time of completed voyages during the year, booked in the results of 2012, was 63 days.

Revenues from containership services declined by around 28% compared to 2011. The moderate rise of 15% in CSAV's freight rates was compensated by a reduction in the volume of Teus due to the implementation of the restructuring plan. The fall in these revenues was aggravated by a 42% fall in the revenues and local charges made through CSAV's agency network.

The traffics to and from South America operated by CSAV and its subsidiaries Companhia Libra de Navegaçao (Brazil) and Compañía Libra de Navegación (Uruguay), showed a decrease of 17% in the volume shipped compared to 2011. There was also a fall of close to 3% in the last quarter of 2012 compared to the previous quarter, as a result of the restructurings carried out.



The Company's traffics to and from American markets accounted for 72% of the volume carried in 2012, against an average of 55% in 2010 and 54% in 2011. This change reflects one of the most important results of the restructuring process and the better focus on CSAV's historical markets.

The traffics between Asia and Europe, operated mainly by the subsidiary Norasia Container Lines, are among the most affected by the negative market situation (reduced demand, over-capacity and significant falls in tariffs) and have been subjected to a series of important restructurings. During the fourth quarter of 2012, therefore, the volume shipped fell by 9% compared to the previous quarter. The Intra Asia traffics were also affected by the growing over-capacity of ships in the industry and reduced demand; however, CSAV is not present in these markets.



# Summary of cargo carried

Year	Paying tons (1)	Containership services (2) (Teus)	Sales (3) Thousands US\$	Ship operating days (4) (Days / Ships)	Annual vessel equivalents (5)
1995	8,029,315	238,690	817,601	19,382	53.10
1996	8,569,376	315,457	944,603	18,262	50.03
1997	9,679,159	402,959	1,054,788	20,224	55.41
1998	9,862,537	451,764	1,032,352	19,174	52.53
1999	12,638,896	594,412	1,079,760	22,601	61.92
2000	19,020,536	941,150	1,743,761	26,955	73.85
2001	18,535,821	1,045,388	1,735,112	25,648	70.27
2002	19,134,362	1,086,777	1,674,948	26,431	72.41
2003	20,737,238	1,338,545	2,135,539	28,476	78.02
2004	21,045,372	1,607,083	2,685,886	32,770	89.54
2005	29,805,926	2,075,484	3,901,974	39,118	107.17
2006	31,879,141	2,212,582	3,839,176	40,408	110.71
2007	29,295,480	2,129,040	4,150,992	38,166	104.56
2008	30,008,427	2,191,428	4,886,841	40,751	111.34
2009	24,873,331	1,790,381	3,027,860	39,656	108.65
2010	39,061,840	2,894,164	5,221,469	56,464	154.70
2011	40,518,697	3,127,650	5,134,093	54,170	148.40
2012	27,586,889	1,933,411	3,431,782	28,285	77.50

<sup>(1)</sup> Paying tons of all the services: freight charge unit, basically a thousand kilos or, if volume, a cubic meter or 40 cubic feet. Calculation considers the total CSAV services (container services, solid bulks, liquid bulks and cars).

<sup>(2)</sup> Containership services: Freights based on full container operations in the container and reefer services.

<sup>(3)</sup> Sales of Compañía Sud Americana de Vapores and its subsidiaries are shown in nominal values.

<sup>(4)</sup> Ship operating days: Includes all CSAV services (container services, solid bulks, liquid bulks and cars).

<sup>(5)</sup> Annual vessel equivalents: Each 365 days / vessel = 1 annual vessel equivalent. Includes all CSAV services (container services, solid bulks, liquid bulks and cars).

### **COSTS OF SALES**

The consolidated cost of sales decreased by US\$2,242 million (39.8%) compared to 2011, to US\$ 3,388 million. This large decrease is mainly the result of the reduced shipping capacity operated by the Company in its different services as a result of the restructuring carried out since 2011.

Notable were the cost efficiencies achieved. While the volume in 2012 falls by 38% compared to the previous year, the costs fell by 40% despite the higher average price of fuel in 2012. Comparing the last quarter of 2012 with the same quarter of 2011, the volume falls by 24% compared to 29% fall in costs, which reflects the cost efficiencies achieved during the year.

The cost of fuel, the principal component of the Company's expenses, increased by over US\$ 70/ton. The average price of the fuel consumed on voyages that ended in the period was US\$ 674/ton. 12% more than in 2011.

The Company tries to pass on increases in fuel costs to its customers through a freight-rate surcharge. However, ship overcapacity and intense competition in the different markets have made this minimal or non-existent recently. The rise of over US\$70 per ton in the year has been almost fully absorbed by the Company, thus negatively affecting the results.

The impact of this change in fuel costs, combined with the adverse market conditions of the containership industry, produced a direct impact on the Company's contribution margin.

### **ADMINISTRATION EXPENSES**

Administration expenses in the year were US\$246 million, a decline of 6.5% in relation to the previous year.

This improvement is mainly due to a devaluation of the currencies of countries in which CSAV operates, together with a reduction in the workforce as a result of the restructurings detailed in this chapter and especially the organizational restructuring.

Other gains (losses) show a variation of ThUS\$ 18,102 between both years, resulting in a gain of ThUS\$ 9,147 in 2012. This was basically due to the booking of revenue in 2012 of ThUS\$ 5,641 from an insurance claim for the accident of the Aconcagua ship, the recovery of other insurance expenses of ThUS\$1,402 and other items of ThUS\$2,103. In 2011, reported a loss due to the booking of a loss on the sale of the vessel Maule of ThUS\$ 10,256, partly compensated by various other gains.

Other revenue by function shows a change of ThUS\$3,784 between both years, amounting to a gain of ThUS\$4,607, explained by the gain on the sale of the vessel Bow Pacífico of ThUS\$3,106 and other gains of ThUS\$1,501.

Earnings before taxes from continuing operations produced a loss of ThUS\$240,717, ThUS\$877,720 less than the loss of ThUS\$1,040,547 in 2011.

In 2012, the income tax charge on continuing operations had a positive impact, amounting to ThUS\$ 57,430, due to the effect of deferred taxes as a result of the increase in the tax rate under the taxation reform. The variation of ThUS\$ 37,719 with respect to the previous year is due to the results of both years. The charge for tax on discontinued operations had a positive effect of ThUS\$ 17,714 in 2012 and ThUS\$12,724 in 2011.



# **Principal Financial Indicators**

(According to the consolidated financial statements of each year)

Balance sheet (US\$ millions)	2012 (*)	2011 (*)	2010 (*)	2009	2008	2007	2006	2005	2004	2003	2002	2001
Fixed Assets	1,307.8	1,579.4	1,242.7	664.8	614.6	416.6	280.1	272.	245.3	272.1	262.3	264.3
Total Assets	2,482.6	3,179.5	3,218.2	1951.8	1,862.3	1,951.4	1,736.5	1,778.3	1,608.9	1,277.9	1,079.5	1,034.4
Current & Non-Current Liabilities	1,617.1	2,575.2	957.7	1344.2	1,018.9	1,058.2	975.5	922.9	842.0	687.2	554.4	535.6
Equity	865.5	604.3	1,387.5	590.6	824.3	879.8	748.2	827.0	746.4	568.6	502.4	482.6

Statement of results (US\$ millions)	2012 (*)	2011 (*)	2010 (*)	2009	2008	2007	2006	2005	2004	2003	2002	2001
Revenues	3,431.8	5,134.1	5,221.5	3,027.9	4,886.8	4,150.9	3,859.2	3,902.0	2,685.9	2,135.5	1,674.9	1,735.3
Operating Result	(191.2)	(725.2)	472.6	(599.7)	(133.5)	54.1	(232.3)	159.1	140.1	66.5	34.7	19.1
Non-Operating Result	(49.4)	(315.3)	254.8	(107.3)	121.5	99.9	155.5	7.7	88.8	15.0	16.5	16.8
Earnings (Loss)	(313.6)	(1,249.8)	170.8	(668.9)	(38.6)	116.9	(58.2)	132.3	207.1	72.3	36.8	26.1
Earnings (Loss) per Share ( US\$•100)	(3.6)	(43.83)	8.4	(44.6)	(5.08)	15.88	(7.91)	17.98	28.15	9.83	5.0	3.54

Other Indicators	2012 (*)	2011 (*)	2010 (*)	2009	2008	2007	2006	2005	2004	2003	2002	2001
Return on Average Assets (%)	(11.1)	(39.1)	6.3	(35.1)	(2.0)	6.4	(3.3)	7.8	14.3	6.10	3.50	2.52
Return on Average Equity (%)	(42.7)	(125.5)	16.8	(94.5)	(4.5)	14.4	(7.4)	16.8	31.5	13.50	7.50	5.40
Current Ratio	0.87	0.55	1.48	0.91	1.37	1.71	1.81	1.96	1.99	1.65	1.38	1.81
Debt Ratio	1.87	4.26	1.32	2.28	1.24	1.20	1.30	1.12	1.13	1.21	1.10	1.11

(\*) The financial statements for the years 2010, 2011 and 2012 have been prepared under International Financial Reporting Standards (IFRS)
The principal indicators of 2011 are exactly the same as those of the previous year and therefore have not been recalculated as a function of restatement.

(\*\*) The SVS changed the form of presentation of the results during this year.



# **CSAV** services

# **SERVICES BY LINE**

The principal focus in 2012 continued to be to complete and consolidate the services restructuring plan begun in 2011. As a result of the plan, a substantial reduction was achieved in operating costs, thus significantly improving CSAV's competitiveness in the shipping industry.

Projects for improving services has also been begun, contemplating the incorporation of new services of the own fleet of 8,000 Teus capacity during the second half of 2013. This will contribute to continuing the increasing competitiveness of CSAV.

# LINE SERVICES STRUCTURE

SYSTEM	OPERATION
Asia-West Coast of Mexico, Central & South America	The system comprises two circuits, one operated with 8,000 to 9,000 Teus, and the other with 6,500 Teus capacity ships, respectively. The association consists of four companies in which CSAV represents close to 40% of its capacity.
Asia-East Cost of South America	System formed by two circuits operated with 6,500 and 4,200 Teus capacity ships, respectively. The association consists of three companies in which CSAV represents close to 30% of its capacity.
Europe – West Coast of South America	System formed by two circuits. The first operates with 6 ships of 4,000 Teus capacity, and in the second CSAV operates 2 of 7 ships of 5,000 Teus and 5,300 Teus.
Europe - Central America - Ca- ribbean	CSAV buys fixed space from an associate. The ships are of 1,800 Teus.
Europe – East Coast of South America	The system comprises two circuits that operate between the north of Europe and the principal ports of Brazil, Argentina and Uruguay. They operate with ships of 5,700 Teus and 4,200 Teus capacity. The association comprises three companies and CSAV employs three ships of 4,200 Teus and represents 20% of capacity.
Mediterranean – East Coast of South America	The system operates with ships of 5,700 Teus capacity and CSAV buys a fixed number of spaces.
Asia-Caribbean	The service operates Panamax ships of 4,200 Teus capacity. CSAV has 40% of this agreement and operates 5 of 12 ships.
Asia-Turkey & Black Sea	CSAV participates in a shipping system with ships of 14,000 Teus capacity where it buys a fixed number of spaces.



SYSTEM	OPERATION
Gulf of USA & Mexico - East Coast of South America	This service links the principal ports of Argentina, Brazil and Uruguay with US Gulf ports and those of Mexico. CSAV operates 3 of 8 ships of 5,500 Teus and the right to 30% of the cargo carried.
India-Europe	This traffic comprises three services. In the circuit where CSAV operates 2 of 7 ships of 6,500 Teus, there is an exchange of space with the partners that permits having the cargo rights of the other two.
East Coast of South America - West Coast of South America	CSAV operates 4 of 7 ships of 1,700, 2,500 & 3,100 Teus in this service.
East Coast of South America - US East Coast	2 of 7 ships operate in a service of 4,200 Teus andy en el otro se compra espacio fijo a un socio en naves de 6.700 Teus.
Asia - Persian Gulf	Service comprising two circuits. CSAV operates two ships of 6,500 Teus out of a total of seven. The exchange of space allows CSAV to carry cargo in the other circuit.
West Coast of South America - Medi- terranean	A mixed service in which, apart from container cargo, copper is shipped in bundles from South America to the Mediterranean. The ships are of 1,700 Teus and CSAV represents 67% of the service.
Asia - South Africa	CSAV purchases a fixed number of spaces in a system that operates ships of 7,000 and 8,000 Teus.
East Coast of South America - Middle East	CSAV purchases a fixed number of spaces which are dedicated to the export of refrigerated products from Brazil to the Middle East.
North Europe - Gulf of Mexico	Service linking the ports of northern Europe with the east coast of the USA and Gulf of Mexico/USA, in which CSAV represents 33% and operates two ships of 3,500 Teus.
West Coast of South America - East Coast of North America	Service together with two companies that attend ports of the east coast of North America, Caribbean and west coast of South America. CSAV operates two ships of 3,100 Teus and represents 36% of the service.
Gulf of Mexico - Caribbean	Service that serves ports of Gulf of Mexico/USA and Caribbean, in which CSAV operates 2 of 5 ships of 2,500 Teus together with another partner.
Chile	Coastal shipping service linking San Antonio and Punta Arenas.

# **SPECIAL SERVICES**

CSAV operates special services in car carrying and refrigerated, solid and liquid bulk cargoes. Of these, the most important are the car carrier and refrigerated cargo services, together representing 9.7% of the Company's consolidated revenue.

# **Liquid Bulks Services**

CSAV, in a joint venture with Odfjell Tankers, offers liquid bulk transportation services on the west coast of South America. During 2012, sulphuric acid, caustic soda, vegetable oils, fish oil and other products were carried in the geographical area between Buenaventura and Calbuco. The vessel Bow Andes started operating in the year in replacement of the Bow Pacifico which, as for the former, has been dedicated preferentially to contracts with our customers Votorantim and Interacid.

# **Solid Bulks Services**

During 2012, the Company has operated seven Supramaxtype ships in a much deteriorated market. The ships have mostly been sub-chartered from third parties in the international market with a negative result for the year. Our Dry Bulk Handy Holding (DBHH) joint venture, based in Monaco, has also suffered the effects of the adverse market scenario, also producing negative results.





# Reefer transport

The shipping of fruit in refrigerated chambers on line services continues to reduce, mainly due to substitution by reefer containers. Despite this negative effect, our services to both coasts of the United States and Europe have produced positive results in 2012.

This result was helped by the flow of cargo between January and April 2012, which was stable and similar to the volume of the previous year, which permitted a good planning of the service offered our customers. At the start of the following season in December 2012, there was a substantial decline in cargo volumes, attributable to the shortage of water and of labor in the production area in the north of Chile.

### **Car carriers**

Services operated with specialized Pure Car and Truck Carrier (PCTC) type ships which permit the loading and unloading of vehicles by their own means over ramps (roll-on – roll-off).

This area of services was also subject to restructuring, eliminating some routes and maintaining those of greater viability.

CSAV attended the following routes in 2012:

- · Japan and China with destination Chile and Peru.
- Brazil and Argentina to the west coast of South America and Central America.
- West coast of Mexico and Central America to the west coast of South America.
- US east coast and Mexico to the west coast of South America.
- Northern Europe to the east and west coasts of South America plus the west coast of Central America and Mexico.
- China and South Korea to the Persian Gulf, South Africa and East Africa.

These traffics have maintained a reasonable level of activity that enabled the year to close with profits.

# Other activities of the year



### COMMERCIAL MANAGEMENT

The Company in 2012 has continued to introduce improvements in the cargo selection processes for the different services offered. It has progressed a lot in the setting of clear targets for all the commercial teams and in the visibility necessary for their follow-up and management.

As part of this objective, there was a great focus this year on the implementation of commercial initiatives related to the "Propel for Future" project developed together with the consultants Mckinsey.

These initiatives are focused on identifying more profitable business opportunities, training the commercial teams to secure these opportunities and improving coaching and sales follow-up.

In 2012, a new methodology was introduced in the markets of Asia the east coast of South America with very good results. During the first half of 2013, the program will be implemented in the rest of our markets.

At the same time, we have continued to improve our business plan and management of global accounts, where we have today a higher market share in this important segment.

We have also continued to improve the management of other revenue, with important improvements in results in the second half of 2012.

Regarding the organizational structure, it is important to mention the creation and strengthening of two of our six regions. The Indian Sub Continent region was formed and the region of the Company's West Coast strengthened. In addition, we took control of 100% of our agency in Colombia and created a services center in Costa Rica. All these changes have improved our performance in all these areas.

### **MARKETING**

# Web site / E-Commerce portal

Web Portal has always been an important Project for the company. This is why CSAV decided to continue developing it in 2012. The principal focus of this initiative is to have sites oriented to service, improving user's experience.

Under the same focus, we are working intensely with the principal customers of the E-Commerce portal with whom the best solution to their requirements has been analyzed and sought jointly, e.g the introduction of EDI direct, development of BL Print and improvements in the response time of booking requests.

# Fairs and events

The presence in international fairs has allowed us to keep in contact with customers and the industry, reinforcing the diffusion of CSAV's present strategy and its brand image. During 2012, CSAV continued to take part in important world fairs, maintaining contact with customers and seeking to generate new business opportunities, including Fruit Logistica in Berlin, Transport Logistic un Munich and the Intermodal Fair of Sao Paulo.

Various loyalty activities were also organized in 2012 in order to strengthen commercial relations with the principal customers in the world.



### **SYSTEMS**

During 2012, and in the context of the restructuring being carried out by the Company, the systems area implemented a plan to improve its structure in order to have a capable and coordinated organization.

The head office of CSAV has therefore introduced a new centralized model for the administration and development of applications, architecture and infrastructure.

A special emphasis has been placed on the optimization of costs, passing from a decentralized organization to one in which the head office has a direction role in aspects of a global nature. All the new initiatives and systems projects point to generating value, reducing operational risk and complying with regulatory aspects.

This new management model is the basis for the development of global shipping applications and the agency network, covering documentation, booking and operational matters.

During 2013, the development of a system plan for CSAV will be tackled. These changes will permit responding better to business needs, increasing productivity and results orientation.



### ADMINISTRATION AND FINANCE

The Company completed the implementation of its operational, financial and organizational plan during 2012. This had important and positive effects on the business as a result of the efficiencies produced by these restructurings and reorganizations.

The principal banks with which the Company and its subsidiaries operate are:

### In Chile:

Banco Estado Banco de Chile Scotiabank SudAmericano Corpbanca Banco Security Deutsche Bank Banco Santander Chile **HSBC** Banco ITAU Banco Consorcio

### Abroad:

Atlantic Security Bank **HSBC** Axis Bank HSH Nordbank Banco de Crédito del Perú Hua Nan Commercial Bank Banco de Occidente Indian Bank Banco Galicia ING Bank Banco Sabadell Atlántico Intesa Sanpaolo SpA. Barclavs Bank ltaú Bladex KBC Bank

**BBVA** Korea Exchange Bank Monte Paschi Siena Berenberg Bank BJG Bank of China Morgan Stanley BNP Paribas S.A. NGB Bank of China Bank of America Pudong Development Bank

Bradesco Rabobank

Caixa Bank Royal Bank of Scotland China Merchants Bank Santander Citibank N.A. Scotiabank Colmena SHN Bank of China Commerzbank Standard Bank CWN - Bank of China TAO Bank of China Turk Ekonomi Bankasi AS. Denizbank Deutsche Bank Turkiye Garanti Bankasi AS. DNL Bank of China Turkive is Bankasi AS.

Dresdner Bank Unicredit **DVB Bank** Woori Bank First Rand Bank I td KGSG Bank of China Gladbacher Bank AG XMN Bank of China Goldman Sachs Yapi Kredi Bankasi AS.

GZU China Merchants Bank Ziraat Bankasi

**HDFC** 

### INVESTMENTS AND FINANCING

Market conditions in 2012 and their impact on CSAV resulted in CSAV having to continuously seek forms of financing according to its needs.

The Company responded to this adverse scenario with a series of initiatives:

- a) Restructuring of its services (detailed on page 23 of this annual report)
- b) Capital increase of US\$1,200 million, concluded successfully in February this year, which permitted the strengthening of the Company's financial, operational and commercial position over the medium and long term.

Together with this capital increase there was a separation of the shipping freight business from the ship services and cargo services. A new open corporation was created for this purpose which holds approximately 99.99% of the shares into which the capital of the subsidiary Sudamericana Agencias Aéreas y Marítimas S.A. is divided.

c) In December 2012, CSAV signed a credit facility with Banco Itaú, Banco Consorcios and Compañía de Seguros de Vida Consorcio Nacional de Seguros S.A. for Ch\$76,396,800,000.

### **FIXED ASSET INVESTMENTS**

The Company has continued its efforts begun some years ago to increase the proportion of own ships in its operating fleet. During 2012, it received the last three 8,000 Teus vessels from the Samsung Heavy Industries shipyard, South Korea, which concluded the order for seven 8,000 Teus ships. Loans of US\$ 152.3 million were granted to finance this purchase by a bank syndicate led by BNP Paribas.

### **RISK MANAGEMENT**

CSAV manages its operating risks through a program that includes internal and external audits and an insurance plan.

The audit covers a systematic revision of the principal risk areas of the Company and its subsidiaries. The insurance plan contemplates in the first place the protection of the own fleet against hull and machinery risks, war, strikes and other maritime risks. It also has the necessary protection and indemnity cover for its potential liabilities for damage to cargo, physical injuries to crew, third-party damages, contamination, etc., and other insurance providing cover for its other fixed assets like containers, chassis and buildings.

With respect to the chartered fleet, the biggest risk and challenge faced by CSAV is to establish a ship charter strategy coherent with a variable freight-rate market. The term of the Company's charters ranges from one month to several years.

In order to cover the risk of variations in the prices of basic supplies like ship fuel, the Company takes fuel-price hedge contracts only for freight contracts in which the term and sale conditions (fixed and/or variable price excluding fuel) permit a suitable hedge.

The Company also tries to pass on fuel-cost increases to its freight rates, but in many cases this is not possible, particularly in a market characterized by excess capacity. The Company has insignificant fuel stocks on board its ships.

CSAV has contracted a currency hedge covering fluctuations in the yen to cover the exchange risk on the loan of approximately USD 202 million granted by the Japanese subsidiary of American Life Assurance Co. of Columbus, AFLAC. CSAV has an insurance covering a broad spectrum of fluctuations in that currency.





#### **CREDIT RATINGS**

The bonds denominated in Unidades de Fomento, issued by the Company in 2003, received a rating of BB with stable outlook by the rating agency Humphreys Limitada while Feller Rate Clasificadora de Riesgo Ltda. assigned a rating of BB+ with stable outlook.

Standard & Poor's assigned an international credit rating for the Company of B- (with stable outlook) as a result of the challenging industry conditions during last year.

Humphrey's Ltda. rated CSAV's shares at Second Class, the same as Feller Rate Clasificadora de Riesgo Limitada. The Chilean Credit Rating Commission gave its approval for Chilean pension funds to invest in CSAV shares in 2004.



#### **INVESTOR RELATIONS**

The Company set up an investor relations area in 2009, seeking to provide information to the market fluently, ensuring transparency in the process. A dedicated section on this subject was therefore created on its web site (www. csav.com) containing important information for investors which is updated periodically and permits subscribers and the market in general to be constantly informed about the Company's development.

CSAV provides monthly data on the volumes carried and changes in its tariffs. The investor relations section of the web page also publishes the quarterly and annual results and material information.

Starting in 2012 and continuing with its efforts to provide more and better information to our investors, presentations are organized quarterly on the web when the Company's general manager and finance manager explain the quarterly results and reply to questions from the investors and analysts that follow the Company.

This section also publishes the documents required by Law 20,382 on corporate governance which came into effect in late 2009.

#### **OPERATIONS AND LOGISTICS**

# **Containership Operations**

The focus on fuel saving has been reinforced by introducing projects for the reduction and monitoring consumption through an average-speed control on the routes, plus a project for the optimum management of inventory, thus reducing the capital cost aboard the ships and mitigating our exposure to variations in the cost of fuel. This has permitted a reduction in operating costs by reducing fuel consumption.

A working methodology was also introduced for meeting contingencies like strikes, bad weather, etc. that affect ships' itineraries. The object is to control and reduce the consequential costs and ensure the quality of service produced every time the itinerary is altered. These impacts affect many areas of the organization so the action plan for facing these contingencies requires collaboration between the different areas involved, in the search for the global optimum and the local optimums. This has improved and accelerated decision-taking with a foreseeable knowledge of their impacts, thus controlling costs and the quality of service.

#### **Terminals**

With the end of the restructuring, the year 2012 saw the consolidation of the new ports and terminals structure in order to face the new operating reality of CSAV. As a result, the number of ports called at was reduced, concentrating operations on fewer terminals. This mitigated the impact of the reduction in volumes on the unit tariffs of terminals.

# Logistics

The challenge for CSAV was mainly focused on continuing to restructure the fleet of dry-product containers in response to the sharp fall in cargo volumes following the restructuring of services in 2011 and 2012. During 2012, a large number of containers were returned to the leasing companies; this will continue during 2013 on a reduced scale. It is expected to reach an optimum fleet of containers for the new services structure in December 2013.

The size of the refrigerated container fleet is being adjusted to demand for 2013.

A container repair and maintenance system was introduced in 2012 in all the regional centers, which permitted the start of an important cost-reduction plan. Rental terms were also renegotiated with the principal container-leasing companies, resulting in a greater flexibility in the operation of our container fleet.

#### Intermodal

The intermodal area in 2012 was mainly focused on improving its intermodal services purchase processes, obtaining substantial cost savings in Asia and North America. This process will continue to be implemented during 2013 in other areas of operation around the world.

Emphasis was also given in 2012 to the optimization of intermodal routes, defining optimum routes that permit assuring the journey tomes ordered to our customers.

#### **ENVIRONMENTAL MANAGEMENT**

The Company in 2012 continued with the implementation of new processes for complying with the energy-efficiency objective focused on ensuring an efficient ship operation and thus control and reduce CO2 emissions. CSAV also resolved to continue belonging to the Clean Cargo Working Group (CCWG), an organization that brings together with the principal world ship operators and whose purpose is to reduce the environmental impact of the global transportation of products.

# ISO CERTIFICATIONS

During 2012, Compañía Sud Americana de Vapores (CSAV), Companhia Libra de Navegaçao (Brazil) and Compañía Libra de Navegación (Uruguay) maintained their ISO 9001:2008 and ISO 14001:2004 certifications granted by Lloyds Register Quality Assurance (LRQA). The work of the team responsible for these matters was focused on adjusting the documentation of the processes to the structural changes made in the Company during the year.

Induction courses were also give to new employees of CSAV and internal audits made which permitted the Company to successfully meet the external audits made by LRQA for the maintenance of the certifications.



#### **SHIP MANAGEMENT**

# **New ships**

CSAV in 2012 received from the Samsung Heavy Industries (SHI) shipyard in South Korea the last three containership vessels ordered through subsidiaries, which were built as part of a total order for seven ships of 8.000 Teus. The first, the "Tucapel", was received on January 31, 2012, the second, the "Toltén", on June 12, and the third, the "Tirúa", on July 12. All were registered in Liberia and are managed technically by Southern Shipmanagement Co., S.A.

On January 19, through the subsidiary Odfjell y Vapores S.A., Chile, the vessel "Bow Andes" (a chemical products tanker ship) was acquired, built in 2000 at the Shin-Kurushima Heavy Industries shipyard in Japan, and was registered in Chile under the technical management of Southern Shipmanagement (Chile) Ltda.

The tanker Bow Pacífico, owned by the subsidiary Odfjell y Vapores and built in 1982, reached the end of its useful life and was sold to Radnor Maritime Inc, Panama, with delivery on February 21 in Valparaiso, Chile.

# Fleet of CSAV, subsidiaries and associates

Vessel	Owner	TEUS	% owner- ship	Dead- weight tonnage (Tons)	Type of ship	GRT (TM)	Speed on knots	Year of building
Chacabuco	Associate	5,500	100 %	67,970	Containership	66,280	25.1/23.8	2006
Limarí	Associate	4,050	100 %	51,870	Containership	42,382	24.25/23.4	2005
Longaví	Associate	4,050	100 %	51,870	Containership	42,382	24.25/23.4	2006
Maipo	Associate	6,600	100 %	81,002	Containership	75,752	25.3/24.1	2010
Mehuin	Associate	6,600	100 %	81,002	Containership	75,752	25.3/24.1	2011
Pucón	Associate	6,500	100 %	81,099	Containership	73,934	25.8/25.1	2006
Puelo	Associate	6,500	100 %	81,250	Containership	73,934	25.8/25.1	2006
Palena	Associate	6,500	100 %	81,248	Containership	73,934	25.8/25.1	2006
Teno	Associate	8,000	100 %	94,526	Containership	88,586	22.7/22.1	2011
Tubul	Associate	8,000	100 %	94,666	Containership	88,586	22.7/22.1	2011
Témpanos	Associate	8,000	100 %	94,650	Containership	88,586	22.7/22.1	2011
Torrente	Associate	8,000	100 %	94,661	Containership	88,586	22.7/22.1	2011
Tucapel	Associate	8,000	100 %	94,707	Containership	88,586	22.7/22.1	2012
Toltén	Associate	8,000	100 %	94,412	Containership	88,586	22.7/22.1	2012
Tirúa	Associate	8,000	100 %	94,372	Containership	88,586	22.7/22.1	2012
Mapocho	CSAV	1,620	100 %	21,182	Containership	16,986	19.0	1999
Bow Andes	Subsidiary	N/A	51 %	16,020	Chemicals carrier	9,549	14.4	2000
Braztrans I	Libra	487	100 %	38,186	Containerized bulk	22,011	15.0	1980



# **Operating Days of Own Ships**

The ships making up the fleet of the Company and its subsidiary and associate companies in 2012 had a consolidated total of 6,236 available days and 6,215.61 days available for the commercial operation of the ships, which is the equivalent of 90.7% of total available time. 20.39 days were used for carrying out normal maintenance work.

#### Ship management

The technical management of the Company's fleet, and of its Chilean and foreign subsidiaries' fleets, comprising ships sailing under the flags of Chile and Liberia, has continued to be with Southern Shipmanagement (SSM), a company specialized in the business and with 31 years' experience, in which Wallem Shipmanagement Ltd, Hong Kong, has a holding.

Companhia Libra de Navegacao continued as shipowner of the "Braztrans I", maintaining the technical (administration) operation of its ship in V.Ships – Brazil.

The two technical operators mentioned have documented management systems that are subject to constant revision and have compliance certification with the standards of the International Code of Ship Operating Safety Management and OMI Contamination Prevention (ISM Code) and the International Code for Ship Protection and of Port Installations (ISPS Code). They also have their operations audited and certified according to the international quality standards ISO 9001-2000 and ISO 14001.

All this translates into a high economic and operational efficiency and great technical reliability, which provides safety and protection in the operation of the ships and permits providing a reliable service to customers.

#### PERSONNEL MANAGEMENT

Conscious of the need to have a committed team of excellence for facing the new challenges of 2012, the work of CSAV's human resources area was focused on the reorganization of the organizational structure.

With the start-up of a task oriented to the consolidation of productive work teams, coordinated, committed and productive, with a strong sense of responsibility and efficiency. The principal challenge was to support the implementation of a new structure focused on the Company's new needs. This resulted in the separation of SAAM and the strengthening of the regions and their commercial agency network as revenue-generating and cost-control centers, and the establishment of an organizational design adjusted to the volume of activity, more decentralized and with fewer hierarchical levels.

Each region had a greater focus on sales and customer service and the product, administration, operations-logistics, systems and human resources processes were integrated vertically between headquarters, region and agencies, with a clear and strong orientation to improving the Company's results and bottom line. All these measures point to making decision-taking more direct and rapid, to the benefit of our customers and business profitability

To provide the necessary support for these transformations, the focus in personnel management was developed under 3 large main points implemented in all the offices around the world



The first was to form a better team, which consisted of ensuring that the structure was complete and suitable to the requirements of the business. Understanding was strengthened with respect to the relevance of each employee in compliance with their job and objectives of the organization, recognizing the implications of their performance for the Company.

The second focus was called performance and talent. This implied the development of a program for setting objectives in each region and presented by managers in December, and ensuring the organizational alignment of the Company's executives, collaborating and revising achievements.

Finally, the compensations policy was the third focus, maintaining its implementation throughout 2012 in every country where the Company operates, enabling CSAV to be competitive with local markets and generate incentives based on individual results and those of the business.

These three large action areas, together with other change of paradigms initiatives, permitted the involvement of a large part of the organization in the construction of an efficient, fast and responsible organizational structure with clear objectives and a new way of doing business in the Company, in line with the challenges and transformation implemented during 2012.

#### Workforce of CSAV

The workforce of CSAV as of December 31, 2012 is 4,211, distributed in the following business units:

	Executives	Employees	Total
CSAV	16	478	494
OTHERS CSAV	6	3,711	3,717
OVERALL TOTAL	22	4,189	4,211

During 2012, executives received a total of ThUS\$5,589 in remuneration and bonuses.

#### Recognition

2012 was a year of huge challenges and positive advances; a period marked by the strong commitment, close collaboration and deep structural changes that have translated into better results. A transformation on this scale would not have been possible without the support of everyone. We thank the whole CSAV team for their commitment, collaboration, energy and trust.







# **OWNERSHIP STRUCTURE**

CSAV as of December 31, 2012 has 8,717,953,531 issued shares of the one series, all of which are fully subscribed and paid at that date.

The following shows the 12 largest shareholders in the Company, the number of shares held by each and their percentage shareholdings:

12 largest shareholders	Number of shares	Porcentage of the total
• Inversiones Rio Bravo S.A.	2,898,773,217	33.25%
• Marítima de Inversiones S.A.	1,076,991,944	12.35%
• A.F.P. Habitat S.A.	358,054,220	4.11%
• Philtra Limitada	316,691,588	3.63%
• A.F.P. Cuprum S.A.	300,158,168	3.44%
• A.F.P. Provida S.A.	279,844,281	3.21%
• A.F.P. Capital S.A.	217,874,100	2.50%
• Banchile Corredores de Bolsa S.A.	216,755,408	2.49%
Banco Santander on behalf of foreign investors	213,079,749	2.44%
• Quiñenco S.A.	202,926,403	2.33%
• Bolsa de Comercio de Santiago Bolsa de Valores	185,893,287	2.13%
• Inmobiliaria Norte Verde S.A.	162,341,611	1.86%

According to the Company's registers and the application to them of Chapter XV of Law 18,045, the shareholders who hold or control shares or rights in the Company, directly or through other parties, and the shares or rights they represent, are the following as of December 31, 2012:

Name	Type of entity	Number of shares	Percentage of total
<ul> <li>Inversiones Río Bravo S.A.</li> <li>Quiñenco S.A.</li> <li>Inmobiliaria Norte Verde S.A.</li> </ul>	Legal entity Legal entity Legal entity	2,898,773,217 202,926,403 162,341,611	37.44 %

# **SHARE TRANSACTIONS**

The following shows the share transactions made in the years 2011 and 2012 by major shareholders, the chairman, directors, managers and executives, according to the Company's share register, including in both years purchases made through capital increases:

	Number of shares						
Shareholder	20	12	2	011			
	Purchases	Sales	Purchases	Sales			
• Marítima de Inversiones S.A.	488,997,695		178,454,000	365,266,602			
• Inversiones Río Bravo S.A.	2,676,046,982		222,726,235				
• Quiñenco S.A.	781,415,272	781,415,272	202,926,403				
• Inmobiliaria Norte Verde S.A.	625,134,100	625,134,100	162,341,611				
Asem Trading Company Establishment			1,557,754	5,324,920			
• Compañía de Inversiones Transoceánica S.A.	71,768,848		15,050,000				
• Eurasian Mercantile A.G.			2,987,003	10,248,916			
• Finpacific S.A.			2,135,833	7,328,406			
• Internacional Río Plata S.A.			6,992,508	23,992,482			
• Inversiones Inter Chile Ltda.	5,183,809		691,122				
• Philtra Limitada	170,000,000		109,056,065				
• Río Plata Finanz Und Handelsanstalt			2,679,880	9,195,124			
• A.F.P. Habitat S.A. pension fund	205,676,952		64,698,681	5,713,991			
• A.F.P. Cuprum S.A. pension fund	209,530,606		76,088,595	75,588,519			
• A.F.P. Capital S.A. pension fund	149,792,035		37,691,576	66,422,697			
• A.F.P. Provida S.A. pension fund	141,268,598		41,956,050	16,395,434			
• Banchile Corredores de Bolsa S.A.	Depository		214,429,392	164,447,336			
• Bolsa de Comercio de Santiago, Bolsa de Valores	Depository		446,930,779	451,917,426			
• Larraín Vial S.A. Corredora de Bolsa	Depository		186,122,400	168,422,681			
• Celfin Capital S.A. Corredores de Bolsa	Depository		300,955,879	284,575,470			
• Banco Itaú on behalf of foreign investors	Depository		71,448,512	42,655,492			
• Banchile Administradora General de Fondos S.A.	Depository		7,556,464	29,993,798			
• Mario Alvarez Peña y Cía. Ltda.				115,511			
• Comercial e Industrial Pecus S.A.				924,104			
• Alavesa S.A.				714,691			
• Inversiones San Benito S.A.			387,886				
• Inversiones Alonso de Ercilla S.A.	1,000,000		3,723,709				
• Inversiones Montemarcelo S.A.			310,308				



# STOCK MARKET STATISTICS

Quarterly market trading statistics for the last three years:

Year	No. of shares traded	Amount Ch\$	Average price Ch\$
2010			
First quarter	201,443,909	81,923,750,543	406.68
Second quarter	640,275,516	334,829,692,778	522.95
Third quarter	500,643,712	302,089,855,855	603.40
Fourth quarter	389,458,702	239,281,165,052	614.39
2011			
First quarter	621,332,306	238,122,550,623	383.25
Second quarter	274,837,779	91,672,377,009	333.55
Third quarter	325,065,318	68,560,142,396	210.91
Fourth quarter	242,759,215	28,529,736,414	117.52
2012			
First quarter	4,206,324,983	387,586,908,124	92.1438
Second quarter	626,147,762	35,454,688,613	56.6235
Third quarter	427,159,435	23,341,349,918	54.6431
Fourth quarter	903,335,187	40,052,489,970	44.3384

#### **DIVIDEND POLICY**

The ordinary shareholders meeting held on April 16, 2004 established as policy the distribution of 30% of earnings, a policy which was confirmed at the ordinary meetings held on April 15, 2005, April 19, 2006, April 24, 2007, April 25, 2008, April 21, 2009, April 16, 2010, April 8, 2011 and April 20, 2012. These meetings also authorized the board to define the timing and amount of interim dividends payable.

# **DIVIDEND PAYMENTS**

The following dividends per share have been paid against the earnings of the years stated:

Dividend No	Dividend No. Month of		Amount pa	Eastings voor	
Dividend No.	payment	payment	Ch\$	US\$ equiv.	Earnings year
301	July	2001	2.9	0.0047	2001
302	October	2001	3.1	0.0045	2001
303	January	2002	1.4	0.002068	2001
304	April	2002	1.91391	0.00296	2001
305	October	2002	3.8	0.005377	(1)
306	January	2003	3.00	0.004243942	2002
307	April	2003	11.38609	0.0157484	2002
308	July	2003	4.60	0.006597536	2003
309	October	2003	4.50	0.006447823	2003
310	January	2004	4.50	0.007243	2003
311	April	2004	11.52450	0.019026	2003
312	July	2004	4.70	0.007268	2004
313	October	2004	6.60	0.010752	2004
314	January	2005	10.00	0.017031	2004
315	April	2005	28.51981	0.0493918	2004
316	July	2005	5.50	0.009482	2005
317	October	2005	13.00	0.024565	2005
318	January	2006	4.50	0.008561318	2005
319	April	2006	12.60843	0.024488146	2005
320	May	2008	21.26068	0.047405015	2007
321	April	2011	7.69228	0.01625416	2010

#### **DISTRIBUTION OF EARNINGS**

The loss attributable to owners of the controller for the year ended December 31, 2012 was US\$ 313,610,870.71. The board will propose to the shareholders meeting not to distribute any dividends.

# **EQUITY**

As of December 31, 2012, the Company's capital and reserves would consist of:

Total	US\$	855,436,649.84
Accumulated losses	US\$	-1,442,255,386.64
Other reserves	US\$	-7,616,988.30
Total subscribed & paid capital	US\$	2.305,309,024.78

According to these figures, the book value of each share is US\$ 0.09812 as of December 31, 2012.

#### **DIRECTORS' REMUNERATION**

The ordinary shareholders meeting held on April 20, 2012 agreed that, as the year before, if the Company had losses, the directors would receive no remuneration of any kind. And a fee for attending meetings equivalent to UF 100 per meeting (with a maximum of one meeting per month), except for the chairman who receives souble that of a director. Should the Company produce earnings, the previous system would be re-established consisting of profit sharing amounting to 2% of earnings for the year, without limitation, the chairman receiving double the amount payable to the other directors. Of that 2% therefore, each directors shall receive one twelfth and the chairman two twelfths

The director members of the Directors' Committee receive an attendance fee of UF 33 a third for each committee meeting attended and a variable amount equivalent to one-third of the participation that the respective committee member earns as a director of the Company's earnings for the year, i.e. a twelfth more than that twelfth (1/12+1/3 of that 1/12).

The total amount paid by CSAV in allowances, participations and other remuneration during 2012 was ThUS\$ 646.57. The detail is set out in Note 10 to the consolidated financial statements which form an integral part of this annual report.

#### **ACTIVITIES OF THE DIRECTORS' COMMITTEE DURING 2012**

The members of the Directors' Committee of Compañía Sud Americana de Vapores S.A., as regulated by article 50 bis of the Corporations Law 18.046 are the following directors:

- · Víctor Toledo Sandoval, chairman,
- · Canio Corbo Lioi, and
- · Gonzalo Menéndez Duque.

The Committee met on 13 occasions during 2012 and resolved on the following matters:

- 1. Meeting No.118 (January 31, 2012) analyzed the work of the Committee during 2011 and programmed the tasks to be carried out in 2012, including the revision of compliance with regulations and processes entrusted to it by the board on December 23, 2011, as per No.4 of the Committee minutes No.118
- 2. Meeting No.119 (February 10, 2012) analyzed the financial statements for the year ended December 31, 2011 for presentation to the Company's ordinary shareholders' meeting, for which it received representatives of the external auditing firm, KPMG, to answer questions from the directors about the financial statements.
- 3. Meeting No.120 (March 21, 2012) considered the process for selecting candidates for the positions of external auditors and credit-rating agencies.
- 4. Meeting No. 121 (March 28, 2012) revised and updated related companies or parties and the development of the external auditors and credit-rating agencies pre-selection process.
- 5. Meeting No.122 (May 7, 2012), held following the Company's ordinary shareholders' meeting (April 20, 2012) which renewed the board of directors which later appointed the new Directors' Committee comprising its current members, considered the Company's quarterly financial statements.



6. Meeting No.123 (May 29, 2012) prepared as work plan for 2012, including the programming of the revision of compliance with regulations and processes entrusted to it by the board on December 23, 2011, referred in No.1 above. Each of the tasks was dealt with in the different Committee meetings throughout the year, especially meetings 118, 123, 125 and 127.

The same meeting received the presentation of the external auditors and revised the internal audit plan 2012.

- 7. Meeting No.124 (June 21, 2012) continued with a follow-up of the work plan 2012 and of the control tasks entrusted by the board, especially relating to the convenience of having a corporate compliance officer, an analysis of the function of the IT security officer and the study of the audits in progress. The meeting also revised operations with the former subsidiary Sudamericana Agencias Aéreas y Marítimas S.A. (SAAM).
- 8. Meeting No.125 (July 30, 2012) continued with the analysis of compliance matters, the revision of operations with SAAM and the internal audits in progress.
- 9. Meeting No.126 (August 21, 2012) analyzed CSAV's halfyearly financial statements, including a presentation by representatives of the external audit firm, KPMG.

- 10. Meeting No.127 (October 1, 2012), with the presence of the general manager, Oscar Hasbún Martínez, received a management report on compliance matters. The meeting also reviewed compliance with the management's commitments in the internal audits in progress at June 30, 2012.
- 11. Meeting No.128 (October 29, 2012) analyzed CSAV's quarterly financial statements and the internal audit reports at September 30, 2012.
- 12. Meeting No.129 (November 29, 2012) received the presentation of the senior vice-president, human resources on the remuneration systems and compensation plans for the Company's personnel and analyzed CSAV's legal contingencies.

It also revised the internal audit reports made to that date.

13. Meeting No.130 (December 17, 2012) considered the internal control evaluation of the auditing firm, KPMG. The Committee received KPMG executives who spoke about the management letter dated November 23, 2012, some of whose most relevant matters were analyzed by the Committee.

It also revised the internal audit reports made to that date.

# **Principal properties of the Company**

#### Santiago

Edificio AGF (Offices) Hendaya 60

9th floor 10th floor
Rol 214 - 142 Rol 214 - 144
11th floor 12the floor
Rol 214 - 146 Rol 214 - 147
Rol 214 - 148

13the floor 14the floor Rol 214 - 149 Rol 214 - 151 Rol 214 - 150 Rol 214 - 152

#### Iquique

Office Aníbal Pinto 444 Rol 255-19

# For employees' recreation:

Club de Campo Montecarmelo Avda. Eastman 1047, Limache Rol 322 - 1

#### **Valparaiso**

Valparaiso office building Plaza Sotomayor 50 Rol 8 - 004

Tecnopacifico offices building Blanco 937 4th & 5th floors

Rol 12 - 43 Rol 12 - 44 Rol 12 - 45 Rol 12 - 46 Other properties Depto. 1109 Pasaje Ross 149 Rol 37 - 110

Materials warehouse building José Tomás Ramos 22 Rol 90-22

Land Blanco 509 al 529 Rol 8 - 001 Blanco 541 al 545

# Subsidiary companies of CSAV



#### **National subsidiaries**

#### Empresa de Transporte Sudamericana Austral Ltda.

The objects of this company are to exploit sea, land and air transport and provide shipping services of all kinds.

Its paid capital as of December 31, 2012 is US\$534,678.57. Compañía Sud Americana de Vapores S.A. has a 99% shareholding in the company, with 1% held by Global Commodity Investment Inc.

The result for the year was earnings of US\$109,301.

The board and general management are the following persons:

#### Chairman

#### Rafael Ferrada Moreira

(Senior Vice President, Strategic Development and Planning, CSAV)

# Director

# Héctor Arancibia Sánchez

(Senior Vice President, Shipmanagement, CSAV)

# Odjfell y Vapores S.A.

The objects of this company are the exploitation in any way of sea trade and transport, within or outside Chile, the acquisition of all kinds of vessels for shipping and the provision of shipping services.

Its paid capital as of December 31, 2012 is US\$1,033,439.

Compañía Sud Americana de Vapores S.A. has a 51% shareholding in the company and Odfjell ASA has 49%.

The result for the year was earnings of US\$3,111,540.

The board and general management are the following persons:

#### Chairman

#### Óscar Hasbún Martínez

(General Manager, CSAV)

#### Directors

#### Rafael Ferrada Moreira

(Senior Vice President, Strategic Development and Planning, CSAV)

# Morten Nystad Tore Jakobsen

## Gerente General

# Héctor Arancibia Sánchez

(Senior Vice President, Shipmanagement, CSAV)





#### **CSAV Inversiones Navieras S.A.**

Its objects are investment and participations in Chilean or foreign companies that are in the business of shipping agents or shipping, air, land of multimodal services.

The subscribed and paid capital as of December 31, 2012 is US\$7,000,000 and the shareholding of Compañía Sud Americana de Vapores S.A. is 99.997%.

The result for the year was earnings of US\$16,096,607.

The board and general management are the following persons:

#### Chairman

#### Rafael Ferrada Moreira

(Senior Vice President, Strategic Development and Planning, CSAV)

#### Directores

# Héctor Arancibia Sánchez

(Senior Vice President, Shipmanagement, CSAV)

# Andrés Kulka Kuperman

(Senior Vice President, Marketing and Commercial, CSAV)

# General Manager

#### Andrés Kulka Kuperman

(Senior Vice President, Marketing and Commercial, CSAV)

#### Norgistics Holding S.A.

Its objects are investment and participations in Chilean or foreign companies that are in the business of shipping agents or shipping, air, land of multimodal services.

The subscribed and paid capital as of December 31, 2012 is US\$5,000,000 and the shareholding of Compañía Sud Americana de Vapores S.A. is 99%.

The result for the year was a loss of US\$184,721.

The board and general management are the following persons:

#### Chairman

#### Fernando Valenzuela Diez

(Senior Vice President, Systems, CSAV)

#### Directors

#### Andrés Kulka Kuperman

(Senior Vice President, Marketing and Commercial, CSAV

# José Miguel Respaldiza Chicharro

(Senior Vice President, Intermodal, CSAV)

# General Manager

# José Miguel Respaldiza Chicharro.

(Senior Vice President, Intermodal, CSAV)





# Foreign subsidiaries

# Corvina Shipping Co. S.A.

The following are the objects of this company:

- a. Purchase, sale, chartering and management in general of ships and shipping line operation in Panama or anywhere in the world.
- b. Operation of shipping agencies and performing of shipping operations in Panama or anywhere in the world.
- c. Buy, sell, barter, lease and trade movable or immovable assets, merchandise of any kind and any other commercial or financial operation related and dependent of the objects, and also participate in other Panamanian or foreign companies.
- d. Buy and trade shares or quotas of corporate capital and in general any other commercial, shipping, financial or real estate business permitted by the laws of the Republic of Panama, or which are permitted in the future.

The paid capital as of December 31, 2012 is US\$1,040,600,000 and the shareholding of Compañía Sud Americana de Vapores S.A. is 99.998%.

The result for the year was a loss of US\$1,925,031.

The board and general management are the following persons:

# Chairman

# Orelys Massiel Cedeño B.

Vice Chairman

# Olga Quintero

Directors

#### Héctor Arancibia Sánchez

(Senior Vice President, Shipmanagement, CSAV)

# Nicolás Burr García de la Huerta

(Senior Vice President, Administration and Finance, CSAV)

#### Álvaro Infante González

(Senior Vice President, North America and Caribbean Region)

#### Mirtha C. de Fernández

# Tollo Shipping Co. S.A.

The following are the objects of this company:

- a. Purchase, sale, chartering and management in general of ships and shipping line operation in Panama or anywhere in the world.
- b. Operation of shipping agencies and performing of shipping operations in Panama or anywhere in the world.
- c. Buy, sell, barter, lease and trade movable or immovable assets, merchandise of any kind and any other commercial or financial operation related and dependent of the objects, and also participate in other Panamanian or foreign companies.
- d. Buy and trade shares or quotas of corporate capital and in general any other commercial, shipping, financial or real estate business permitted by the laws of the Republic of Panama, or which are permitted in the future.

The paid capital as of December 31, 2012 is US\$129,340,000 and the shareholding of Compañía Sud Americana de Vapores S.A. is 99.999%.

The result for the year was a loss of US\$119,679,127.

The board and general management are the following persons:

Chairman

# Orelys Massiel Cedeño B.

Vice Chairman

#### Olga Quintero

Directors

# Héctor Arancibia Sánchez

(Senior Vice President, Shipmanagement, CSAV)

# Nicolás Burr García de la Huerta

(Senior Vice President, Administration and Finance, CSAV)

#### Álvaro Infante González

(Senior Vice President, North America and Caribbean Region)

# Mirtha C. de Fernández



# **CSAV Agency. LLC**

CSAV Agency. LLC (formerly American Transportation Group. LLC ATG). Provides agency services for the CSAV Group in the USA and Canada, and is responsible for all the commercial and operational activities.

It provides documentation, logistics, intermodal, port operation and equipment positioning and maintenance services for more than two thousand customers in a large part of the USA and Canada.

The paid capital as of December 31, 2012 is US\$904,000 and the shareholding of Compañía Sud Americana de Vapores S.A. is 100%.

The result for the year was earnings of US\$4,731,008.

#### Chairman

#### Álvaro Infante González

(Senior Vice President, North America and Caribbean Region)

# Directores

#### Guillermo González S.

(Senior Vice President, North America Region Operations and Logistics)

# **Danny Cheng**

#### **CSAV GmbH**

A limited partnership whose objects are the representation of Compañía Sud Americana de Vapores S.A.

The subscribed paid capital as of December 31, 2012 is US\$461,755 and the holding of Compañía Sud Americana de Vapores S.A. is 100%.

The result for the year was earnings of US\$37,800.

General Manager

# **Juan Pablo Richards**

(Senior Vice President, Europe Region)







# CSAV Group (China) Shipping Co. Ltd.

A limited partnership whose objects are to promote shipping businesses of shoips owned or chartered by CSAV, the contracting of freights and carrying out of joint services.

The subscribed paid capital as of December 31, 2012 is US\$1,840,000 and the holding of Compañía Sud Americana de Vapores S.A. is 99%.

The result for the year was earnings of US\$3,345,138.

Chairman

#### Guillermo Ginesta B.

(Senior Vice President, Asia Region, CSAV)

Director

#### Jaime Herrera M.

(Manager, Administration and Finance, Asia Region)

# Norgistics (China) Ltd.

A limited partnership whose objects are to reserve and fill containers, their repair and maintenance, coordination of operations with the cargo terminals, warehouses, signing of cargo receipts and service contracts with transportation companies.

The subscribed paid capital as of December 31, 2012 is US\$1,000,000 and the holding of Compañía Sud Americana de Vapores S.A. is 99%.

The result for the year was earnings of US\$137,781.

Chairman

#### Jaime Herrera M.

(Manager, Administration and Finance, Asia Region)

Director

# José Miguel Respaldiza C.

(Senior Vice President, Intermodal, CSAV)







# **Other Subsidiaries and Associates**

Name	Capital	Objects	Manager	Administration
CHILEAN COMPANIES:				
SOUTHERN SHIPMANAGEMENT (CHILE) LTDA.	Ch\$ 47.650.000	Manage & operate ships and in general any related services.	Héctor Arancibia S. (4)	Chairman: Rafael Ferrada M. (3) Vice Chairman: Simon Doughty Directors: Santiago Bielenberg V. (6) James Nelson
EUROATLANTIC CONTAINER LINE S.A.	Ch\$ 1.000.000	Shipping & its technical & administrative support facilities, and provision of all services complementing &/or related to shipping.		Chairman : Fernando Valenzuela D. (7) Directors: Rafael Ferrada M. (3) Héctor Arancibia S. (4)
COMPAÑÍA NAVIERA RIO BLANCO S.A.	US\$ 3.550.000	Shipping in any of its forms in any place, especially entering into sea freight and ship chartering; the acquisition of all kinds of vessels for sea trade; the provision of services related to trade & shipping	Héctor Arancibia S. (4)	Chairman: Rafael Ferrada M. (3) Directors: Santiago Bielenberg V. (6) Fernando Valenzuela D. (7)
NORGISTICS CHILE S.A.	US\$ 1.000.000	Provision of logistics services.	José Miguel Respaldiza C. (11)	Chairman: Fernando Valenzuela D. (7) Directors: Andrés Kulka K. (5) José Miguel Respaldiza C. (11)
PANAMANIAN COMPANIES :				
DRY BULK HANDY HOLDING INC.	US\$ 567.314	Ship owner and manager, shipping agencies and any commercial and financia operation.		Chairman: Óscar Hasbún M. (1) Directors: Iliaslliopoulos YannisHaramis Santiago Bielenberg V. (6)
CNP HOLDING S.A.	US\$ 10.000	Shipowner and manager, shipping agencies and any commercial and financia operation	Bertilda R. de Torres	Chairman: OrelysMassiel Cedeño B. Vice Chairman: Olga Quintero Directors: Héctor Arancibia S. (4) Nicolás Burr G. (2) Álvaro Infante G. (8) Mirtha C. de Fernández
CSAV SUDAMERICANA DE VAPORES S.A. LANCO INVESTMENTS CO. S.A. MALLECO SHIPPING CO. S.A. MAULE SHIPPING CO. S.A. RAHUE INVESTMENTS CO. S.A. SEA LION SHIPPING CO. S.A. GLOBAL COMMODITY INVESTMENTS INC. LENNOX OCEAN SHIPPING CO. S.A.	US\$ 10.000 10.000 10.000 10.000 10.000 10.000 10.000 10.000	Shipowners and managers, shipping agencies and any commercial and financial operation.	Bertilda R. de Torres	Chairman: OrelysMassiel Cedeño B. Vice Chairman: Olga Quintero Directors: Héctor Arancibia S. (4) Nicolás Burr G. (2) Álvaro Infante G. (8) Mirtha C. de Fernández



Name	Capital		Objects	Manager	Administration
SOUTHERN SHIPMANAGEMENT CO. S.A.	US\$ 10	0.000	Shipowner and manager, shipping agencies and any commercial and financial operation.	Simon Doughty	Chairman: Simon Doughty Vice Chairman: Héctor Arancibia S. (4) Directors: James Nelson Jaime Ortíz S.
MARITIME SHIPPING TRADING INC.	US\$ 10	0.000	Shipowner and manager, shipping agencies and any commercial and financial operation.		Chairman: Alejandro Pedraza M. Vice Chairman. Fabio Salame-Córdova C. Directors: Dionisio Romero P. Luis Romero B. Andrés Kulka K. (5) Gonzalo Baeza S. (14)
CSAV SHIPS S.A.	US\$ 10.	.000	Holding company of shipowner companies.	Bertilda R. de Torres	Chairman: OrelysMassiel Cedeño B. Vice Chairman: Olga Quintero Directors: Héctor Arancibia S. (4) Nicolás Burr G. (2) Álvaro Infante G. (8) Mirtha C. de Fernández
NORASIA ALYA S.A. (PANAMA)	US\$ 10.	.000	Shipowner and manager, shipping agencies and any commercial and financial operation		Chairman: OrelysMassiel Cedeño B. Vice Chairman: Olga Quintero Directors: Héctor Arancibia S. (4) Nicolás Burr G. (2) Álvaro Infante G. (8) Mirtha C. de Fernández
OTHER COUNTRIES :					
CSAV AGENCY (COSTA RICA) S.A. COSTA RICA	US\$ 330	0.000	Agencies.		Chairman: Álvaro Infante G. (8) Secretary: Andrés Kulka K. (5) Treasurer: Danny Cheng
CSAV ECUADOR S.A. ECUADOR	US\$ 20.	.000.000	Shipowner and manager, shipping agencies and any commercial and financial operation		Chairman: Claudio Barroilhet A. (16) Director: Marcela Pizarro A. (20)
CSAV ARGENTINA S.A. ARGENTINA	Ar\$ 5.0	000	Agencies	Christian Riedel	Chairman: Enrique Arteaga C. (12) Vice Chairman: Christian Riedel Director: Andrés Born Alternate director: José Miguel Respaldiza C. (11) Andrés Kulka K. (5)

Name	Capital		Objects	Manager	Administration
INVERSIONES CNP S.A. PERU	N/S	330.187	Shipowners, shipping of all kinds, port stevedoring services and in general all activities related to shipping	Gonzalo Baeza S. (14)	Chairman: Andrés Kulka K. (5) Vice Chairman: Gonzalo Baeza S. (14) Director: Nicolás Burr G.(2)
CSAV GROUP AGENCY COLOMBIA LTDA. COLOMBIA	\$Col.	360.000.000	Agencies.	Jorge Missas	Directors: Gonzalo Baeza S. (14) Andrés Kulka K. (5)
TORSKEY S.A. URUGUAY	\$Urug	1.600.000	Agencies.		Chairman: Enrique Arteaga C. (12) Vice Chairman: Nicolás Burr G. (2)
COMPAÑIA LIBRA DE NAVEGACION (URUGUAY) S.A. URUGUAY	\$Urug	2.586.520	All kinds of sea & river transport.	Carolina Vidal	Chairman: Enrique Arteaga C. (12) Directors: David Giacomino Christian Riedel Luigi Ferrini
SERVICIOS DE PROCESAMIENTO NAVIERO S.R.L. URUGUAY	\$Urug	116.500,00	As user of free zones, all kinds of commercial and industrial activities or services.	Oscar Touris	Administrators: Rafael Ferrada M. (3) Juan Carlos Valenzuela A. (.
TAMARIM INTERNATIONAL S.R.L. URUGUAY	US\$	9.612.900	A River & coastal shipping in all forms & their related services, cargo transport, shipping agencies, port services & in general all commercial & financial operations.		Administrators: Enrique Arteaga C. (12) Rafael Ferrada M. (3)
CSAV GROUP AGENCIES URUGUAY S.A. URUGUAY	\$Urug	350.000	Agencies.	Christian Riedel	Chairman: Enrique Arteaga C. (12) Directors: Christian Riedel Andrés Kulka K. (5)
COMPANHIA LIBRA DE NAVEGACAO S.A. BRASIL	R\$	8.000.000	Coastal & international shipping in own or third-party ships; operation of oil, clear derivatives & LPG tankers, including for third parties; ship chartering; participation in other companies, in associations, consortia or similar forms for the exploitation of the corporate objects.	Enrique Arteaga C. (12)	Chairman: Felipe De la Maza Director: Luigi Ferrini (23)
TAMARIM PARTICIPACOES LTDA. BRASIL	R\$	1.000.000	Investments	Enrique Arteaga C. (12)	Administrators: Felipe De La Maza (22) Luigi Ferrini (23)
NAVIBRAS COMERCIAL MARITIMA E AFRETAMENTOS LTDA. BRASIL	R\$	2.648.100	Agencies.	Enrique Arteaga C. (12)	Administrators: Felipe De La Maza (22) Luigi Ferrini (23)



Name	Capital		Objects	Manager	Administration
NORGISTICS BRASIL OPERADOR MULTIMODAL LTDA. BRASIL	R\$	10.000	Coordination services of sea, air, rail or river freight with own or third-party resources; promotion & coordination of operations with cargo terminals, warehouses, customs warehouses; coordination & promotion of consolidation & de-consolidation operations of import, export cargoes, long-voyage & coastal shipping of sea & land transport companies and exploit for own or third party's account related activities such as port operator, cargo transfer agent, freight, warehousing of merchandise & containers; rental & repair of containers; palletization of cargo; consolidation & de-consolidation of containers; road & rail movement & transport of cargo in general; shipping & customs clearance; import & export; administration & provision of intermodal, road, rail & shipping terminal services.  b) Rental of any equipment such as container & simple cranes. c) Commercial representations. d) Participation in other national or foreign companies of any kind.		Directors: Luigi Ferrini (23) Felipe De la Maza (22)
CSAV GROUP AGENCIES BRAZIL AGENCIAMENTO DE TRANSPORTES LTDA. BRASIL	US\$	200.000	Agencies.	Enrique Arteaga C. (12)	Directors: Luigi Ferrini (23) Felipe De la Maza (22)
AGENCIAS GRUPO CSAV (MÉXICO) S.A. DE C.V. MEXICO	US\$	397.974	Agencies.	AlessioCicchini	Chairman: Álvaro Infante G. (8) Counsellors: Andrés Kulka K. (5) Guillermo González S. (19)
PRESTADORA DE SERVICIOS INTEGRADOS DE PERSONAL S.A. DE C.V. MEXICO	US\$	397.974	Provision of personnel services for all kinds of activities related to own activities & required by other companies.		Administrator: Alessio Cicchini
ODFJELL & VAPORES LTD. BERMUDAS	US\$	12.000	Shipowner and manager, shipping agencies and any commercial and financia operation	I	Chairman: Timothy Counsell Directors: Óscar Hasbún (1) TerjeStoreng James Macdonald

Name	Capital	I	Objects	Manager	Administration
BRUNSWICK INVESTMENTS CO. INC. BAHAMAS	US\$	10.000	Shipowner and manager, shipping agencies and any commercial and foperation	financial	Chairman: OrelysMassiel Cedeño B. Vice Chairman: Olga Quintero Directors: Héctor Arancibia S. (4) Nicolás Burr G. (2) Álvaro Infante G. (8) Mirtha C. de Fernández
TIOGA FRUIT TERMINAL INC. ESTADOS UNIDOS	US\$	311.203	Port terminal operations in Philade	lphia.	Chairman: Álvaro Infante G. (8) Directors : Santiago Bielenberg V. (6) Danny Cheng
CSAV AGENCY LTD. CANADÁ	US\$	10.000	Agencies.	Álvaro Infante G. (8)	Directors: Álvaro Infante G. (8) Guillermo González S. (19) DennyCheng
CSAV UK & IRELAND LIMITED INGLATERRA	GBP	100.000	Agencies.	Michael Finn (Chief Executive)	Directors. Andrés Kulka K. (5) Juan Pablo Richards B. (17)
VOGT & MAGUIRE SHIPBROKING LIMITED ENGLAND	GBP	10.000	Shipping agencies & in general all st trade operations.	nipping	Directors: Charlotte J. Vogt Claire Hannah Vogt Oscar Hasbún M. (1) Rafael Ferrada M. (3)
WELLINGTON HOLDING GROUP S.A. BRITISH VIRGIN ISLAND	US\$	10.000	Shipowner and manager, shipping a and any commercial and financial of		Directors: Rafael Ferrada M. (3) Héctor Arancibia S. (4)
BUREO SHIPPING CO. S.A. MARSHALL ISLANDS	US\$	10.000	Shipowner and manager, shipping a and any commercial and financial o		Chairman: OrelysMassiel Cedeño B. Vice Chairman: Olga Quintero Directors: Héctor Arancibia S. (4) Nicolás Burr G. (2) Álvaro Infante G. (8) Mirtha C. de Fernández
MARITIME SHIPPING & TRADING INTERNATIONAL INC. MARSHALL ISLANDS	US\$	10.000	Shipowner and manager, shipping a and any commercial and financial op		Chairman: Alejando Pedraza M. Vice Chairman: Fabio Salame-Córdova C Directors: Dionisio Romero P. Luis Romero B. Andrés Kulka K.(5) Gonzalo Baeza S.(14)



Capital	Objects	Manager Administration
US\$ 1,000	Shipowner and manager, shipping agencie and any commercial and financial operatio	
US\$ 1,000	Shipowner and manager, shipping agencie and any commercial and financial operatio	
US\$ 1,000	Shipowner and manager, shipping agencie and any commercial and financial operatio	
US\$ 1,000	Shipowner and manager, shipping agencie and any commercial and financial operatio	
US\$ 1,000	Shipowner and manager, shipping agencie and any commercial and financial operatio	
US\$ 1,000	Shipowner and manager, shipping agencie and any commercial and financial operatio	
	US\$ 1,000  US\$ 1,000  US\$ 1,000	US\$ 1,000 Shipowner and manager, shipping agenciand any commercial and financial operations and any commercial

Name	Capital	Objects	Manager	Administration
PALENA SHIPPING LTD. MARSHALL ISLANDS	US\$ 1,000	Shipowner and manager, shipping agenci and any commercial and financial operation		Chairman: OrelysMassiel Cedeño B. Vice Chairman: Olga Quintero Directors: Héctor Arancibia S. (4) Nicolás Burr G. (2) Álvaro Infante G. (8) Mirtha C. de Fernández
HULL 1794 CO. LTD. MARSHALL ISLANDS	US\$ 1,000	Shipowner and manager, shipping agenci and any commercial and financial operation		Chairman: OrelysMassiel Cedeño B. Vice Chairman: Olga Quintero Directors: Héctor Arancibia S. (4) Nicolás Burr G. (2) Álvaro Infante G. (8) Mirtha C. de Fernández
HULL 1796 CO. LTD. MARSHALL ISLANDS	US\$ 1,000	Shipowner and manager, shipping agenci and any commercial and financial operation		Chairman: OrelysMassiel Cedeño B. Vice Chairman: Olga Quintero Directors: Héctor Arancibia S. (4) Nicolás Burr G. (2) Álvaro Infante G. (8) Mirtha C. de Fernández
HULL 1798 CO. LTD. MARSHALL ISLANDS	US\$ 1,000	Shipowner and manager, shipping agenci and any commercial and financial operation		Chairman: OrelysMassiel Cedeño B. Vice Chairman: Olga Quintero Directors: Héctor Arancibia S. (4) Nicolás Burr G. (2) Álvaro Infante G. (8) Mirtha C. de Fernández
HULL 1800 CO. LTD. MARSHALL ISLANDS	US\$ 1,000	Shipowner and manager, shipping agenci and any commercial and financial operation		Chairman: OrelysMassiel Cedeño B. Vice Chairman: Olga Quintero Directors: Héctor Arancibia S. (4) Nicolás Burr G. (2) Álvaro Infante G. (8) Mirtha C. de Fernández
HULL 1906 CO. LTD. HULL 1975 CO. LTD. HULL 1976 CO. LTD. MARSHALL ISLANDS		Shipowner and manager, shipping agenci and any commercial and financial operation		Chairman: OrelysMassiel Cedeño B. Vice Chairman: Olga Quintero Directors: Héctor Arancibia S. (4) Nicolás Burr G. (2) Álvaro Infante G. (8) Mirtha C. de Fernández



Name	Capital		Objects	Manager	Administration
CSBC HULL 896 Limited ISLE OF MAN	GBP	2,000	Shipowner and manager, shipping agencie and any commercial and financial operation		Directors: Rafael Ferrada M. (3) Héctor Arancibia S. (4)
CSBC HULL 898 Limited ISLE OF MAN	GBP	2,000	Shipowner and manager, shipping agencie and any commercial and financial operation .		Directors: Rafael Ferrada M. (3) Héctor Arancibia S. (4)
CSBC HULL 900 Limited. ISLE OF MAN	GBP	2,000	Shipowner and manager, shipping agencie and any commercial and financial operation		Directors: Rafael Ferrada M. (3) Héctor Arancibia S. (4)
CSAV HOLDING EUROPE S.L. SPAIN	EUR	6.394.000	Investments, holding company of agencies in Europe.	Rafael Ferrada M. (3)	Directors: Rafael Ferrada M. (3) Andrés Kulka K. (5) Juan Pablo Richards B. (17)
COMPAÑÍA SUDAMERICANA DE VAPORES AGENCIA MARÍTIMA, S.L. SPAIN	EUR	500.000	Agencies.		Juan Pablo Richards B. (17) (Managing Director)
CSAV NORTH AND CENTRAL EUROPE N.V. BELGICA	EUR	1.525.000	Agenciamiento.	Juan Pablo Richards (17)	Directores: Juan Pablo Richards B. (17) AndresKulka K. (5)
CSAV NORTH AND CENTRAL EUROPE BV HOLLAND	EUR	1.250.000	Agencies.		Juan Pablo Richards B. (17) (Managing Director)
CSAV AGENCY ITALY, S.P.A. ITALY	EUR	600.000	Agencies.	Juan Pablo Richards (17)	Directors: Andrés Kulka K. (5) Luca Cavagnaro Juan Pablo Richards B.(17) Giuliano Pesto Roberto Falleni
CSAV GROUP AGENCIES (SOUTH AFRICA) (PTY) LTD. SOUTH AFRICA	RAND	1.000	Agencies.	Lance Pullan	Directors: Enrique Arteaga C. (12) Andrés Kulka K. (5) José Francisco Muñoz B. (13) Dayalan James Reddy Anthony William Dave
NORASIA CONTAINER LINES LTD. MALTA	US\$	10.000	Shipping		Directors: Rafael Ferrada M. (3) Guillermo Ginesta B. (10) Jaime Herrera M. (15)
CSAV GROUP (INDIA) PRIVATE LIMITED INDIA	RPS	100.000	Back Office.		Vice President: Javier Vestraete (25) Dilip Anthony Directors: Nicolás Burr G. (2) Jaime Herrera M. (15) José Francisco Muñoz B. (13) Javier Vestraete (alternate director) (25)
CSAV GROUP AGENCIES (INDIA) PRIVATE LIMITED INDIA	RPS	500.000	Agencies.	Dheeraj Bhatia (18)	Directors: Dheeraj Bhatia (18) Andrés Kulka K. (5) Jaime Herrera M. (15)

Name	Capital		Objects	Manager	Administration
CSAV GROUP AGENCIES (HONG KONG) LTD. CHINA	HKD	3.000.000	Agencies.	José Montero	Directors: Jaime Herrera M. (15) Guillermo Ginesta B. (10)
NORGISTICS (CHINA) LIMITED HONG KONG	USD	1.000.000	Coordination of air, sea, rail & river transport, promotion & coordination of operations with cargo terminals, warehoyses, customs depots; coordination & promotion of consolidation & de-consolidation operations with import & export cargoes. long-voyage navegation and coastal shipping of air & land transport companies and exploit related activities such as port operator, stevedoring, logistics operator, transitory cargo agent, freight, merchandise & container storage, leasing, re-leasing and repairs of containers, palletization of cargo, consolidation & de-consolidation of containers, road & rail movement of cargo, maritime & customs clearance, import & export, administration & provision of intermodal terminal, road, rail & shipping services.		Chairman: Jaime Herrera M. (15) Director: José Miguel Respaldiza C. (11)
CSAV GROUP AGENCIES (KOREA) CO. LTD. KOREA	US\$	206.321,89	Agencies.	D.J. Yang	Chairman: Guillermo Ginesta B. (10) Director: José Miguel Resapaldiza C. (11)
CSAV GROUP AGENCIES (TAIWAN) LTD TAIWAN	TWD	9.000.000	Agencies.	José Miguel Montero	Chairman: Guillermo Ginesta B. (10) Directors: Andrés Kulka K. (5) Jaime Herrera M. (15) José Miguel Montero
CSAV GROUP AGENCIES (FRANCE) S.A.S. FRANCE	EUR	50.000	Agencies.		Juan Pablo Richards B. (17) (Managing Dir.)
CSAV DENIZCILIK ACENTASI A.S. TURKEY	YTL	600.000	Agencies.	Asena Catal	Directors: Andrés Kulka K.(5) Luca Cavagnaro Juan Pablo Richards B. (17)
CSAV GROUP AGENCIES PUERTO RICO INC. PUERTO RICO	\$US	40.000	Agencies.	Álvaro Infante G. (8)	Directors: Álvaro Infante G. (8) Rafael Ferrada M. (3) Andrés Kulka K. (5)
CSAV AGENCIES (MALAYSIA) SDN. BHD. MALASYA	MYR	140.000	Agencies.	Rogelio Busto	Directores: Rogelio Busto (24) Teng Fui Miin Juan Luis Arriola Z.



lame	Capital	l	<b>Objects</b>	Manager		Administration
ESAV SHIPPING LLC DUBAI	AED	300,000	Agenciamiento.	Sapanish Bharti		Directors: Alejandro Pattillo M. (9) Andrés Kulka K. (5)
NORGISTICS N.A INC. J.S.A.	USD	600.000	NVOCC & freight forwarder activities, and ship brokerage.	Estenio Pinzás		Directors: Andrés Kulka K. (5) José Miguel Respaldiza C. (11 Estenio Pinzás
IORGISTICS MEXICO S.A. DE CV	USD	56.250	NVOCC & freight forwarder activities, and ship brokerage, land freight intermediation.	Estenio Pinzas V.		Chairman: Álvaro Infante (8) Counsellors: Guillermo González S. (19) José Miguel Respaldiza C. (11
ONSORCIO NAVIERO PERUANO S.A. PERU	N/S	4.613.430	Shipowner and manager, shipping agencies and any commercial and financial operation			Directors: Luis Romero B. Dionisio Romero P. Alejandro Pedraza Andrés Kulka K. (5) Gonzalo Baeza S. (14)
IORGISTICS LOJISTIK HIZMETLERI A.S. URKEY			Agency.			Juan Pablo Richards B. (17) (Managing Dir.)
CSAV GROUP (HONG KONG) LTD. HINA	USD	64.625	Agencies.	Juan Luis Arri		Directors: Jaime Herrera M. (15) Guillermo Ginesta B. (10)
amount in the consolidated statement	of financi	ial position.	the parent company are detailed by nature and		CCurrenc	cies
Current contracts between the Compar normal operating needs.	y and its	subsidiaries contain	equitable market conditions and do not exceed		Ch\$	: Chilean pesos
B Relationship of the administrators of	of the rela	ted companies with	CSAV.		US\$	: US dollar
					Ar\$	: Argentine pesos
<ol> <li>Oscar Hasbún M.</li> <li>Nicolás Burr G.</li> </ol>		eneral Manager pior Vice President Ac	Iministration & Finance		ECS	: Ecuadorian sucre
(3) Rafael Ferrada M.			rategic Development & Planning			
(4) Héctor Arancibia S.		nior Vice President, Shi	rategie Developinent & Flamming		N/S	: Peruvian nuevo sol
(5) Andrés Kulka K.						
(6) Santiago Bielenberg V.	JCi				R\$	: Brazilian real
(7) Fernando Valenzuela D.			ipmanagement orketing & Commercial		R\$ HKD	: Brazilian real : Hong Kong dollar
	Ser Ser	nior Vice President Ma nior Vice President Spo nior Vice President Sys	ipmanagement rrketing & Commercial ecial Services stems		R\$ HKD TWD	: Brazilian real : Hong Kong dollar : Taiwan dollar
(8) Álvaro Infante G.	Ser Ser Ser	nior Vice President Ma nior Vice President Spo nior Vice President Sys nior Vice President No	ipmanagement rrketing & Commercial ecial Services stems rth America & Caribbean Region		R\$ HKD TWD EUR	: Brazilian real : Hong Kong dollar : Taiwan dollar : Euro
<ul><li>(8) Álvaro Infante G.</li><li>(9) Alejandro Pattillo M.</li></ul>	Ser Ser Ser	nior Vice President Ma nior Vice President Sp nior Vice President Sys nior Vice President No nior Vice President Lin	ipmanagement rrketing & Commercial ecial Services stems rth America & Caribbean Region es Planninmg		R\$ HKD TWD	: Brazilian real : Hong Kong dollar : Taiwan dollar
<ul><li>(8) Álvaro Infante G.</li><li>(9) Alejandro Pattillo M.</li><li>(10) Guillermo Ginesta B.</li></ul>	Ser Ser Ser Ser	nior Vice President Ma nior Vice President Spa nior Vice President Sys nior Vice President No nior Vice President Lin nior Vice President Asi	ipmanagement orketing & Commercial ecial Services stems rth America & Caribbean Region wes Planninmg ia Region		R\$ HKD TWD EUR	: Brazilian real : Hong Kong dollar : Taiwan dollar : Euro
<ul> <li>(8) Álvaro Infante G.</li> <li>(9) Alejandro Pattillo M.</li> <li>(10) Guillermo Ginesta B.</li> <li>11) José Miguel Respaldiza C.</li> </ul>	Ser Ser Ser Ser Ser	nior Vice President Ma nior Vice President Spa nior Vice President Sys nior Vice President No nior Vice President Lin nior Vice President Asi nior Vice President Int	ipmanagement orketing & Commercial ecial Services stems rth America & Caribbean Region wes Planninmg ia Region ermodal		R\$ HKD TWD EUR YTL	: Brazilian real : Hong Kong dollar : Taiwan dollar : Euro : Turkish pound
<ul> <li>(8) Álvaro Infante G.</li> <li>(9) Alejandro Pattillo M.</li> <li>10) Guillermo Ginesta B.</li> <li>11) José Miguel Respaldiza C.</li> <li>12) Enrique Arteaga C.</li> </ul>	Ser Ser Ser Ser Ser Ser	nior Vice President Ma nior Vice President Spa nior Vice President Sys nior Vice President No nior Vice President Lin nior Vice President Asi	ipmanagement orketing & Commercial ecial Services stems rth America & Caribbean Region ies Planninmg ia Region ermodal SA Region		R\$ HKD TWD EUR YTL \$Col	: Brazilian real : Hong Kong dollar : Taiwan dollar : Euro : Turkish pound : Colombian peso
<ul> <li>(8) Álvaro Infante G.</li> <li>(9) Alejandro Pattillo M.</li> <li>10) Guillermo Ginesta B.</li> <li>11) José Miguel Respaldiza C.</li> <li>12) Enrique Arteaga C.</li> <li>13) José Francisco Muñoz B.</li> </ul>	Ser Ser Ser Ser Ser Vic	nior Vice President Ma nior Vice President Spe nior Vice President Sys nior Vice President No nior Vice President Lin nior Vice President Int nior Vice President ECS	ipmanagement orketing & Commercial ecial Services stems rth America & Caribbean Region ies Planninmg ia Region ermodal SA Region ervices		R\$ HKD TWD EUR YTL \$Col \$Urug	: Brazilian real : Hong Kong dollar : Taiwan dollar : Euro : Turkish pound : Colombian peso : Uruguayan peso : Mexican peso
<ul> <li>(8) Álvaro Infante G.</li> <li>(9) Alejandro Pattillo M.</li> <li>10) Guillermo Ginesta B.</li> <li>11) José Miguel Respaldiza C.</li> <li>12) Enrique Arteaga C.</li> <li>13) José Francisco Muñoz B.</li> <li>14) Gonzalo Baeza S.</li> <li>15) Jaime Herrera M.</li> </ul>	Ser Ser Ser Ser Ser Vic Ser Ser	nior Vice President Ma nior Vice President Sponior Vice President Sys nior Vice President No nior Vice President Lin nior Vice President Asi nior Vice President ECS te President Shared Se nior Vice President WC nior Vice President Ad	ipmanagement  rrketing & Commercial  ecial Services  stems  rth America & Caribbean Region  es Planninmg  ia Region  ermodal  SA Region  ervices  CSA Region  ministration & Finance Asia Region		R\$ HKD TWD EUR YTL \$Col \$Urug M\$ GTQ	: Brazilian real : Hong Kong dollar : Taiwan dollar : Euro : Turkish pound : Colombian peso : Uruguayan peso : Mexican peso : Guatemalan quetzal
<ul> <li>(8) Álvaro Infante G.</li> <li>(9) Alejandro Pattillo M.</li> <li>(10) Guillermo Ginesta B.</li> <li>11) José Miguel Respaldiza C.</li> <li>12) Enrique Arteaga C.</li> <li>13) José Francisco Muñoz B.</li> <li>14) Gonzalo Baeza S.</li> <li>15) Jaime Herrera M.</li> <li>16) Claudio Barroilhet A.</li> </ul>	Ser Ser Ser Ser Ser Vic Ser Ser Ser	nior Vice President Ma nior Vice President Sponior Vice President Sys nior Vice President No nior Vice President Lin nior Vice President Int nior Vice President ECS te President Shared Se nior Vice President WC nior Vice President Ad nior Vice President Lec	ipmanagement rrketing & Commercial ecial Services stems rth America & Caribbean Region es Planninmg ia Region ermodal SA Region ervices CSA Region ministration & Finance Asia Region gal		R\$ HKD TWD EUR YTL \$Col \$Urug M\$ GTQ GBP	: Brazilian real : Hong Kong dollar : Taiwan dollar : Euro : Turkish pound : Colombian peso : Uruguayan peso : Mexican peso : Guatemalan quetzal : Pound sterling
<ul> <li>(8) Álvaro Infante G.</li> <li>(9) Alejandro Pattillo M.</li> <li>(10) Guillermo Ginesta B.</li> <li>11) José Miguel Respaldiza C.</li> <li>12) Enrique Arteaga C.</li> <li>13) José Francisco Muñoz B.</li> <li>14) Gonzalo Baeza S.</li> <li>15) Jaime Herrera M.</li> <li>16) Claudio Barroilhet A.</li> <li>17) Juan Pablo Richards B.</li> </ul>	Ser Ser Ser Ser Ser Vic Ser Ser Ser	nior Vice President Ma nior Vice President Spa nior Vice President Sys nior Vice President No nior Vice President Lin nior Vice President Int nior Vice President ECS te President Shared Se nior Vice President MC nior Vice President Ad nior Vice President Lec nior Vice President Lec nior Vice President Eur	ipmanagement rrketing & Commercial ecial Services stems rth America & Caribbean Region es Planninmg ia Region ermodal SA Region ervices SA Region ministration & Finance Asia Region gal rope Region		R\$ HKD TWD EUR YTL \$Col \$Urug M\$ GTQ GBP RPS	: Brazilian real : Hong Kong dollar : Taiwan dollar : Euro : Turkish pound : Colombian peso : Uruguayan peso : Mexican peso : Guatemalan quetzal : Pound sterling : Rupees
<ul> <li>(8) Álvaro Infante G.</li> <li>(9) Alejandro Pattillo M.</li> <li>10) Guillermo Ginesta B.</li> <li>11) José Miguel Respaldiza C.</li> <li>12) Enrique Arteaga C.</li> <li>13) José Francisco Muñoz B.</li> <li>14) Gonzalo Baeza S.</li> <li>15) Jaime Herrera M.</li> <li>16) Claudio Barroilhet A.</li> <li>17) Juan Pablo Richards B.</li> <li>18) DheerajBhatia</li> </ul>	Ser Ser Ser Ser Ser Vic Ser Ser Ser Ser	nior Vice President Ma nior Vice President Spa nior Vice President Sys nior Vice President No nior Vice President Lin nior Vice President Int nior Vice President ECS te President Shared Se nior Vice President WC nior Vice President Ad nior Vice President Leg nior Vice President Lu nior Vice President Lu nior Vice President Lu	ipmanagement rrketing & Commercial ecial Services stems rth America & Caribbean Region es Planninmg ia Region ermodal SA Region ervices SA Region ministration & Finance Asia Region gal rope Region		R\$ HKD TWD EUR YTL \$Col \$Urug M\$ GTQ GBP	: Brazilian real : Hong Kong dollar : Taiwan dollar : Euro : Turkish pound : Colombian peso : Uruguayan peso : Mexican peso : Guatemalan quetzal : Pound sterling
<ul> <li>(8) Álvaro Infante G.</li> <li>(9) Alejandro Pattillo M.</li> <li>10) Guillermo Ginesta B.</li> <li>11) José Miguel Respaldiza C.</li> <li>12) Enrique Arteaga C.</li> <li>13) José Francisco Muñoz B.</li> <li>14) Gonzalo Baeza S.</li> <li>15) Jaime Herrera M.</li> <li>16) Claudio Barroilhet A.</li> <li>17) Juan Pablo Richards B.</li> <li>18) DheerajBhatia</li> <li>19) Guillermo González S.</li> </ul>	Ser Ser Ser Ser Ser Vic Ser Ser Ser Ser Ser	nior Vice President Ma nior Vice President Spa nior Vice President Spa nior Vice President No nior Vice President Lin nior Vice President Int nior Vice President ECS te President Shared Se nior Vice President Ad nior Vice President Leg nior Vice President Leg nior Vice President Lun nior Vice President Lun nior Vice President Lun nior Vice President Ind nior Vice President Ind	ipmanagement rrketing & Commercial ecial Services stems rth America & Caribbean Region es Planninmg ia Region ermodal SA Region ervices SA Region ministration & Finance Asia Region gal rope Region		R\$ HKD TWD EUR YTL \$Col \$Urug M\$ GTQ GBP RPS	: Brazilian real : Hong Kong dollar : Taiwan dollar : Euro : Turkish pound : Colombian peso : Uruguayan peso : Mexican peso : Guatemalan quetzal : Pound sterling : Rupees
<ul> <li>(8) Álvaro Infante G.</li> <li>(9) Alejandro Pattillo M.</li> <li>(10) Guillermo Ginesta B.</li> <li>11) José Miguel Respaldiza C.</li> <li>12) Enrique Arteaga C.</li> <li>13) José Francisco Muñoz B.</li> <li>14) Gonzalo Baeza S.</li> <li>15) Jaime Herrera M.</li> <li>16) Claudio Barroilhet A.</li> <li>17) Juan Pablo Richards B.</li> <li>18) DheerajBhatia</li> <li>19) Guillermo González S.</li> <li>20) Marcela Pizarro A.</li> </ul>	Ser Ser Ser Ser Ser Vic Ser Ser Ser Ser Ser Chi	nior Vice President Ma nior Vice President Spa nior Vice President Spa nior Vice President No nior Vice President Lin nior Vice President Int nior Vice President ECS te President Shared Se nior Vice President Ad nior Vice President Lec nior Vice President Ind nior Vice President Op ief Lawyer	ipmanagement orketing & Commercial ecial Services stems rth America & Caribbean Region wes Planninmg ia Region ermodal SA Region ervices CSA Region ministration & Finance Asia Region gal rope Region lia Region erations & Logistics North America Region erations & Logistics North America Region		R\$ HKD TWD EUR YTL \$Col \$Urug M\$ GTQ GBP RPS RAND	: Brazilian real : Hong Kong dollar : Taiwan dollar : Euro : Turkish pound : Colombian peso : Uruguayan peso : Mexican peso : Guatemalan quetzal : Pound sterling : Rupees : South Africa rand
<ul> <li>(8) Álvaro Infante G.</li> <li>(9) Alejandro Pattillo M.</li> <li>(10) Guillermo Ginesta B.</li> <li>11) José Miguel Respaldiza C.</li> <li>12) Enrique Arteaga C.</li> <li>13) José Francisco Muñoz B.</li> <li>14) Gonzalo Baeza S.</li> <li>15) Jaime Herrera M.</li> <li>16) Claudio Barroilhet A.</li> <li>17) Juan Pablo Richards B.</li> <li>18) DheerajBhatia</li> <li>19) Guillermo González S.</li> <li>20) Marcela Pizarro A.</li> <li>21) Juan Carlos Valenzuela A.</li> </ul>	Ser Ser Ser Ser Ser Vic Ser Ser Ser Ser Ser Ser Ser	nior Vice President Ma nior Vice President Spe nior Vice President Sys nior Vice President No nior Vice President Lin nior Vice President Asi nior Vice President ECS te President Shared Se nior Vice President Ad nior Vice President Leg nior Vice President Lud nior Vice President Ind nior Vice President Ind nior Vice President Op ief Lawyer nior Vice President, Hu	ipmanagement crketing & Commercial ecial Services stems rth America & Caribbean Region ees Planninmg ia Region ermodal SA Region ervices CSA Region ministration & Finance Asia Region gal rope Region lia Region erations & Logistics North America Region uman Resources		R\$ HKD TWD EUR YTL \$Col \$Urug M\$ GTQ GBP RPS RAND	: Brazilian real : Hong Kong dollar : Taiwan dollar : Euro : Turkish pound : Colombian peso : Uruguayan peso : Mexican peso : Guatemalan quetzal : Pound sterling : Rupees : South Africa rand : Costa Rica colon
<ul> <li>Álvaro Infante G.</li> <li>Alejandro Pattillo M.</li> <li>Guillermo Ginesta B.</li> <li>José Miguel Respaldiza C.</li> <li>Enrique Arteaga C.</li> <li>José Francisco Muñoz B.</li> <li>Gonzalo Baeza S.</li> <li>Jaime Herrera M.</li> <li>Claudio Barroilhet A.</li> <li>Juan Pablo Richards B.</li> <li>DheerajBhatia</li> <li>Guillermo González S.</li> <li>Marcela Pizarro A.</li> <li>Juan Carlos Valenzuela A.</li> <li>Felipe De la Maza</li> </ul>	Ser Ser Ser Ser Ser Ser Ser Ser Ser Ser	nior Vice President Ma nior Vice President Spa nior Vice President Spa nior Vice President No nior Vice President Lin nior Vice President Int nior Vice President ECS te President Shared Se nior Vice President Ad nior Vice President Lec nior Vice President Ind nior Vice President Op ief Lawyer	ipmanagement arketing & Commercial ecial Services stems rth America & Caribbean Region ees Planninmg ia Region ermodal SA Region ervices CSA Region ministration & Finance Asia Region gal rope Region lia Region erations & Logistics North America Region uman Resources		R\$ HKD TWD EUR YTL \$Col \$Urug M\$ GTQ GBP RPS RAND Colon MYR	: Brazilian real : Hong Kong dollar : Taiwan dollar : Euro : Turkish pound : Colombian peso : Uruguayan peso : Mexican peso : Guatemalan quetzal : Pound sterling : Rupees : South Africa rand : Costa Rica colon : Malaysian ringgit
(8) Álvaro Infante G. (9) Alejandro Pattillo M. (10) Guillermo Ginesta B. (11) José Miguel Respaldiza C. (12) Enrique Arteaga C. (13) José Francisco Muñoz B. (14) Gonzalo Baeza S. (15) Jaime Herrera M. (16) Claudio Barroilhet A. (17) Juan Pablo Richards B. (18) DheerajBhatia (19) Guillermo González S. (20) Marcela Pizarro A. (21) Juan Carlos Valenzuela A. Felipe De la Maza	Ser Ser Ser Ser Ser Ser Ser Ser Ser Chi Ser He	nior Vice President Ma nior Vice President Spe nior Vice President Spe nior Vice President No nior Vice President Lin nior Vice President Int nior Vice President ECS the President Shared Se nior Vice President Ad nior Vice President Lec nior Vice President Lec nior Vice President Lec nior Vice President Ind nior Vice President Ind nior Vice President Op ief Lawyer nior Vice President, Huead of Products, Brazi	ipmanagement arketing & Commercial ecial Services stems rth America & Caribbean Region ees Planninmg ia Region ermodal SA Region ervices CSA Region ministration & Finance Asia Region gal rope Region lia Region erations & Logistics North America Region uman Resources		R\$ HKD TWD EUR YTL \$Col \$Urug M\$ GTQ GBP RPS RAND Colon MYR	: Brazilian real : Hong Kong dollar : Taiwan dollar : Euro : Turkish pound : Colombian peso : Uruguayan peso : Mexican peso : Guatemalan quetzal : Pound sterling : Rupees : South Africa rand : Costa Rica colon : Malaysian ringgit

Vice President, Shared Services, India

(25)

Javier Vestraete

# Summary of ownership of subsidiaries

INVESTOR COMPANIES		TOLLO	CORVINA	CNP	CSAV	CSAV	EMPRESA DE TRANSPORTE SUDAMERICANA	DRY BULK	CSAV	INVERSIONES	WELLINGTON HOLDING	NORGISTICS HOLDING	TAMARIM	TAMARIM	CIA LIBRA DE NAVEGACION	
ISSUER COMPANIES	CSAV S.A.	SHIPPING Co. S.A.	SHIPPING Co. S.A.	HOLDING S.A.	INVERSIONES NAVIERAS S.A.	HOLDING EUROPE S.L.	AUSTRAL LTDA.	HANDY HOLDING INC	AGENCY LLC	CNP S.A.	GROUP S.A.	GROUP S.A.	INTERNACIONAL S.R.L.	PARTICIPACOES LTDA.	(URUGUAY) S.A.	
CIA SUD AMERICANA DE VAPORES GMBH GERMANY	100.000%															
CSAV AGENCY LLC USA	100.000%															
CSAV GROUP (CHINA ) SHIPPING CO LTD SHANGAI CHINA	99.000%				1.00%											
Norgistics China Ltd. China	99.000%				1.00%											
TOLLO SHIPPING CO. S.A. PANAMA	99.999%															
CORVINA SHIPPING CO.S.A. PANAMA	100.000%															
EMPRESA DE TRANSPORTE SUDAMERICANA AUSTRAL LTDA. CHILE	99.000%															
ODFJELL Y VAPORES S.A. CHILE	51.000%															
NORGISTICS HOLDING S.A. CHILE	99.000%						1.00%									
CSAV INVERSIONES NAVIERAS S.A. CHILE	99.997%						0.003%									
ODFJELL & VAPORES LTD. BERMUDAS		50.00%														
INVERMAR MANAGEMENT S. DE R.L. PANAMA		98.00%			2.00%											
LENNOX OCEAN SHIPPING CO.S.A. PANAMA		100.00%														
CNP HOLDING S.A. PANAMA		100.00%														
CSAV AGENCY LTD. CANADA				100.00%												
CSAV GROUP (HONG KONG) LTD. HONG KONG				100.00%												
CSAV ECUADOR S.A. ECUADOR				100.00%												
NORASIA CONTAINER LINES LIMITED MALTA		0.01%		99.99%												
CSAV GROUP (INDIA) PRIVATE LIMITED INDIA		1.00%		99.00%												
CSAV GROUP AGENCIES ( INDIA ) PRIVATE LTD. INDIA		1.00%		99.00%												
CSAV UK & IRELAND LIMITED ENGLAND				100.00%												
MARITIME SHIPPING & TRADING INTERNATIONAL INC. ISLAS MARSHALL				50.00%												
MARITIME SHIPPING TRADING INC. PANAMA				50.00%												
VOGT & MAGUIRE SHIPBROKING LIMITED ENGLAND				50.00%												
TORKSEY S.A. URUGUAY				100.00%												
CSAV GROUP (HONG KONG) LIMITED HONG KONG		0.01%		99.99%												
INVERSIONES CNP S.A. PERU		0.02%		99.98%												
WELLINGTON HOLDINGS GROUP S.A. VIRGIN ISLANDS				100.00%												
COMPAÑIA LIBRA DE NAVEGACION (URUGUAY) S.A. URUGUAY											100.00%					
COMPANHIA LIBRA DE NAVEGACAO S.A. BRAZIL											2.90%			97.10%		
CONSORCIO NAVIERO PERUANO S.A. PERU										47.97%						
TAMARIM PARTICIPACOES LTDA. BRAZIL											26.34%		73.66%			
TAMARIM INTERNATIONAL S.R.L. URUGUAY											99.80%				0.20%	



COMPANHIA			CSAV GROUP	VOGT &				CSAV NORTH	CSAV NORTH	CSAV NORTH	CSAV		GLOBAL			
LIBRA DE NAVEGACAO S.A.	TORSKSEY S.A.	CSAV GROUP (HONG KONG) LTD.	AGENCIES (HONG KONG) LTD.	MAGUIRE SHIPBROKING LTD.	GLOBE 11 HOLDING SHIFF GMBH & CO KG	CSAV SHIPS S.A.	INVERMAR MANAGEMENT S. DE R. L.	& CENTRAL EUROPE GMBH	& CENTRAL EUROPE N.V.	& CENTRAL EUROPE B.V.	AGENCIES FRANCE S.A.S.	SEA LION Co. S.A.	COMMODITY INVESTMENT INC.	SSM CO S.A.	OTHERS	TOTAL
																100.00%
																100.00%
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																100.00%
												0.001%				100.00%
																100.00%
													1.00%			100.00%
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															52.03%	100.00%
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																100.00%

INVESTOR COMPANIES							EMPRESA DE TRANSPORTE				WELLINGTON	NORGISTICS			CIA LIBRA DE	
ISSUER COMPANIES	CSAV S.A.	TOLLO SHIPPING Co. S.A.	CORVINA SHIPPING Co. S.A.	CNP HOLDING S.A.	CSAV INVERSIONES NAVIERAS S.A.	CSAV HOLDING EUROPE S.L.	SUDAMERICANA AUSTRAL LTDA.	DRY BULK HANDY HOLDING INC	CSAV AGENCY LLC	INVERSIONES CNP S.A.	HOLDING GROUP S.A.	HOLDING GROUP S.A.	TAMARIM INTERNACIONAL S.R.L.	Tamarim Participacces LTDA.	NAVEGACION (URUGUAY) S.A.	
NAVIBRAS COMERCIAL MARITIMA E AFRETAMENTOS LIDA. BRAZIL														0.01%	99.99%	
NORGISTIC BRASIL OPERADOR MULTIMODAL LTDA. BRAZIL															20.00%	
NORGISTICS (CHINA) LIMITED HONG KONG		1.00%														
CSAV GROUP AGENCIES (TAIWAN ) LTD. TAIWAN																
CSAV SHIPS S.A. PANAMA		100.00%														
GLOBE I I HOLDING SHIFFAHRTS GMBH & CO. KG GERMANY																
MS ALENA SCHIFFAHRTGESSELLSCHAFT GERMANY																
BRUNSWICK INVESTMENT CO. INC. BAHAMAS																
CSBC HULL 896 LIMITED ISLE OF MAN																
CSBC HULL 898 LIMITED ISLE OF MAN																
CSBC HULL 900 LIMITED ISLE OF MAN																
NORASIA ALYA S.A. PANAMA																
HULL 1794 CO LTD. MARSHALL ISLANDS																
HULL 1796 CO LTD. MARSHALL ISLANDS																
HULL 1798 CO LTD. MARSHALL ISLANDS																
HULL 1800 CO LTD. MARSHALL ISLANDS																
HULL 1906 MS LTD. MARSHALL ISLANDS																
HULL 1975 MS LTD. MARSHALL ISLANDS																
HULL 1976 MS LTD. MARSHALL ISLANDS																
BUREO SHIPPING CO S.A. MARSHALL ISLANDS																
CHACABUCO SHIPPING LTD. MARSHALL ISLANDS																
LIMARI SHIPPING LTD. MARSHALL ISLANDS																
CHOLGUAN SHIPPING LTD. MARSHALL ISLANDS																
PALENA SHIPPING LTD. MARSHALL ISLANDS																
LONGAVI SHIPPING LTD. MARSHALL ISLANDS																
PUELO SHIPPING LTD. MARSHALL ISLANDS																
PAINE SHIPPING LTD. MARSHALL ISLANDS																
GLOBAL COMMODITY INVESTMENT INC. PANAMA			100.00%													
CSAV SUD AMERICANA DE VAPORES S.A. PANAMA			100.00%													
RAHUE INVESTMENT CO. S.A. PANAMA			100.00%													
MAULE SHIPPING CO. S.A. PANAMA			100.00%													
MALLECO SHIPPING CO S.A. PANAMA			100.00%													



COMPANHIA LIBRA DE NAVEGACAO S.A.	TORSKSEY S.A.	CSAV GROUP (HONG KONG) LTD.	CSAV GROUP AGENCIES (HONG KONG) LTD.	Vogt & Maguire Shipbroking Ltd.	GLOBE 11 HOLDING SHIFF GMBH & CO KG	CSAV SHIPS S.A.	INVERMAR MANAGEMENT S. DE R. L.	CSAV NORTH & CENTRAL EUROPE GMBH	CSAV NORTH & CENTRAL EUROPE N.V.	CSAV NORTH & CENTRAL EUROPE B.V.	CSAV AGENCIES FRANCE S.A.S.	SEA LION Co. S.A.	GLOBAL COMMODITY INVESTMENT INC.	SSM CO S.A.	OTHERS	TOTAL
																100.00%
40.00%	40.00%															100.00%
			99.00%													100.00%
			100.00%													100.00%
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						50.00%									50.00%	100.00%
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INVESTOR COMPANIES	- CSAV	TOLLO SHIPPING	CORVINA SHIPPING	CNP HOLDING	CSAV INVERSIONES	CSAV HOLDING	EMPRESA DE TRANSPORTE SUDAMERICANA AUSTRAL	DRY BULK HANDY	CSAV AGENCY	INVERSIONES CNP	WELLINGTON HOLDING GROUP	NORGISTICS HOLDING GROUP	TAMARIM INTERNACIONAL	Tamarim Participacoes	CIA LIBRA DE NAVEGACION (URUGUAY)	
ISSUER COMPANIES	S.A.	Co. S.A.	Co. S.A.	S.A.	NAVIERAS S.A.	EUROPE S.L.	LTDA.	HOLDING INC	LLC	S.A.	S.A.	S.A.	S.R.L.	LTDA.	S.A.	_
LANCO INVESTMENT INTERNATIONAL CO. S.A. PANAMA			100.00%													
SEA LION SHIPPING CO.S.A. PANAMA			100.00%													L
SOUTHERN SHIPMANAGEMENT CO. S.A. PANAMA																
SOUTHERN SHIPMANAGEMENT (CHILE) LTDA. CHILE																
DRY BULK HANDLY HOLDING INC. PANAMA			50.00%													
DBCN CORPORATION PANAMA								100.00%								
CSAV GROUP AGENCIES AGENCIAMENTO DE TRANSPORTE LTDA. BRAZIL				1.00%	99.00%											
AGENCIAS GRUPO CSAV (MEXICO) S.A.DE CV MEXICO					99.90%		0.10%									
CSAV GROUP AGENCIES KOREA CO.LT KOREA					99.10%											
CSAV ARGENTINA S.A. ARGENTINA					96.50%		3.50%									
SERVICIOS DE PROCESAMIENTO NAVIERO S.R.L.					89.91%											
CSAV AGENCY S.A. COSTA RICA					100.00%											
CSAV GROUP AGENCIES (PTY) LTD. SOUTH AFRICA					60.00%											
CSAV GROUP AGENCIES PUERTO RICO INC. PUERTO RICO					97.50%		2.50%									
CSAV GROUP AGENCIES (MALAYSIA) SDN BHN MALAYSIA					100.00%											
CSAV DENIZCILIK ACENTASI A.S ESTAMBUL TURKEY					98.67%											
CSAV AGENCY FRANCE S.A.S LE HAVRE FRANCE					100.00%											
CSAV GROUP AGENCIES URUGUAY S.A. Uruguay					100.00%											
CSAV GROUP AGENCY COLOMBIA LTDA. COLOMBIA					50.00%											
CSAV SHIPPING LLC DUBAI					100.00%											
CSAV HOLDING EUROPE S.L. ESPAIN					100.00%											
CSAV GROUP AGENCIES GMBH GERMANY						100.00%										
CSAV GROUP AGENCIES HOLLAND					0.02%	99.98%										
CSAV GROUP AGENCIES BELGIUM BELGIUM						100.00%										
COMPAÑÍA SUD AMERICANA DE VAPORES AGENCIA MARITIMA S.L. ESPAIN						100.00%										
CSAV AGENCY ITALY S P A ITALY					1.00%	99.00%										
TIOGA TERMINAL FRUIT INC USA									100.00%							
EUROATLANTIC CONTAINER LINE S.A. CHILE							99.99%									
COMPAÑIA NAVIERA RIO BLANCO S.A. CHILE							99.00%									
NORGISTIC CHILE S.A. CHILE							1.00%					99.00%				
NORGISTICS MEXICO S.A DE C.V. MEXICO							1.00%					99.00%				
NORGISTIC NORTH AMERICA INC USA												100.00%				
NORGISTICS LOJISTIK HIZMETLEN A.S. TURKEY												100.00%				
																_



COMPANHIA LIBRA DE NAVEGACAO S.A.	TORSKSEY S.A.	CSAV GROUP (HONG KONG) LTD.	CSAV GROUP AGENCIES (HONG KONG) LTD.	VOGT & MAGUIRE SHIPBROKING LTD.	GLOBE 11 HOLDING SHIFF GMBH & CO KG	CSAV SHIPS S.A.	INVERMAR MANAGEMENT S. DE R. L.	CSAV NORTH & CENTRAL EUROPE GMBH	CSAV NORTH & CENTRAL EUROPE N.V.	CSAV NORTH & CENTRAL EUROPE B.V.	CSAV AGENCIES FRANCE S.A.S.	SEA LION Co. S.A.	GLOBAL COMMODITY INVESTMENT INC.	SSM CO S.A.	OTHERS	TOTAL
																100.00%
																100.00%
												50.00%			50.00%	100.00%
													1.00%	99.00%		100.00%
															50.00%	100.00%
																100.00%
																100.00%
																100.00%
		0.90%														100.00%
																100.00%
													10.09%			100.00%
																100.00%
															40.00%	100.00%
																100.00%
																100.00%
								0.33%	0.33%	0.33%	0.34%					100.00%
																100.00%
																100.00%
							50.00%									100.00%
																100.00%
																100.00%
																100.00%
																100.00%
																100.00%
																100.00%
																100.00%
																100.00%
													0.01%			100.00%
													1.00%			100.00%
																100.00%
																100.00%
																100.00%
																100.00%

# Proportion of the investment of total assets of the parent

									•				
INVESTOR COMPANIES		TOLLO	CORVINA	CNP	CSAV	CSAV	EMPRESA DE TRANSPORTE SUDAMERICANA	CSAV	INVERSIONES	WELLINGTON HOLDING	NORGISTICS HOLDING	TAMARIM	
ISSUER COMPANIES	CSAV S.A.	SHIPPING Co. S.A.	SHIPPING Co. S.A.	HOLDING S.A.	INVERSIONES NAVIERAS S.A.	HOLDING EUROPE S.L.	AUSTRAL LTDA.	AGENCY LLC	CNP S.A.	GROUP S.A.	GROUP S.A.	INTERNACIONAL S.R.L.	
CIA.SUD AMERICANA DE VAPORES GMBH GERMANY	0.00092												
CSAV AGENCY LLC USA	0.00808												
CSAV GROUP (CHINA ) SHIPPING CO LTD SHANGAI CHINA	0.00501				0.00108								
Norgistics China Ltd. China	0.00125				0.00027								
TOLLO SHIPPING CO. S.A. PANAMA	-0.60236												
CORVINA SHIPPING CO.S.A. PANAMA	0.92874												
EMPRESA DE TRANSPORTE SUD AMERICANA AUSTRAL LIDA. CHILE	-0.00123												
ODFJELLY VAPORES S.A. CHILE	0.00670												
NORGISTICS HOLDING S.A. LTD. CHILE	0.00365						-0.10711						
CSAV INVERSIONES NAVIERAS S.A. CHILE	0.04646						-0.00405						
ODFJELL & VAPORES LTD. BERMUDAS		-0.00011											
INVERMAR MANAGEMENT S. DE R.L. PANAMA		-0.01332			0.00082								
LENNOX OCEAN SHIPPING CO.S.A. PANAMA		-0.20954											
CNP HOLDING S.A. PANAMA		4.94045											
CSAV AGENCY LTD. CANADA				-0.00110									
CSAV GROUP (HONG KONG) LTD. HONG KONG		-0.00000		-0.00065									
CSAV ECUADOR S.A. ECUADOR				0.00000									
NORASIA CONTAINER LINES LIMITED MALTA		0.00049		1.08365									
CSAV GROUP (INDIA) PRIVATE LIMITED INDIA		-0.00011		-0.00242									
CSAV GROUP AGENCIES ( INDIA ) PRIVATE LTD. INDIA		-0.00010		-0.00224									
CSAV UK & IRELAND LIMITED ENGLAND				-0.00073									
MARITIME SHIPPING & TRADING INTERNATTIONAL INC. MARSHALL ISLANDS				-0.00001									
MARITIME SHIPPING TRADING INC. PANAMA				-0.00039									
VOGT & MAGUIRE SHIPBROKING LIMITED ENGLAND				-0.00014									
TORKSEY S.A. URUGUAY				-0.00115									
CSAV GROUP (HONG KONG) LIMITED HONG KONG				-0.00781									
INVERSIONES CNP S.A. PERU		-0.00001		-0.00732									
WELLINGTON HOLDINGS GROUP S.A. VIRGIN ISLANDS				-0.01259									
COMPAÑIA LIBRA NAVEGACION (URUGUAY) S.A. URUGUAY										-0.77540			
COMPANHIA LIBRA DE NAVEGACAO BRAZIL										0.05115			
CONSORCIO NAVIERO PERUANO S.A. PERU									0.97586				
Tamarim Participacoes Ltda. Brazil										0.45205		0.98625	
TAMARIM INTERNATIONAL S.R.L. URUGUAY										1.26948			
NAVIBRAS COMERCIAL MARITIMA E AFRETAMENTOS LTDA. BRAZIL													



Tamarim Participacipacoes Ltda.	CIA LIBRA DE NAVEGACION (URUGUAY) S.A.	COMPANHIA LIBRA DE NAVEGACAO S.A.	TORSKSEY S.A.	CSAV GROUP (HONG KONG) LTD.	CSAV GROUP AGENCIES (HONG KONG) LTD.	CSAV SHIPS S.A	INVERMAR MANAGEMENT S. DE R. L.	CSAV NORTH & CENTRAL EUROPE GMBH	CSAV NORTH & CENTRAL EUROPE N.V.	CSAV NORTH & CENTRAL EUROPE B.V.	CSAV AGENCIES FRANCE S.A.S.	SEA LION Co. S.A.	GLOBAL COMMODITY INVESTMENT INC.	SSM CO S.A.
												-0.00073		
													-0.12239	
0.99720														
	0.00039													
-0.00000	-0.00264													

INVESTOR COMPANIES							EMPRESA DE TRANSPORTE			WELLINGTON	NORGISTICS		
ISSUER COMPANIES	CSAV S.A.	TOLLO SHIPPING Co. S.A.	CORVINA SHIPPING Co. S.A.	CNP HOLDING S.A.	CSAV INVERSIONES NAVIERAS S.A.	CSAV HOLDING EUROPE S.L.	SUDAMERICANA AUSTRAL LTDA.	CSAV AGENCY LLC	INVERSIONES CNP S.A.	HOLDING GROUP S.A.	HOLDING GROUP S.A.	TAMARIM INTERNACIONAL S.R.L.	
NORGISTIC BRASIL OPERADOR MULTIMODAL LTDA. BRAZIL													
NORGISTICS (CHINA) LIMITED HONG KONG		-0.00002											
CSAV GROUP AGENCIES (TAIWAN ) LTD. TAIWAN													
CSAV SHIPS S.A. PANAMA		-0.89738											
GLOBE 11 HOLDING SHIFFAHRTS GMBH & CO. KG GERMANY													
CSBC HULL 896 LIMITED ISLE OF MAN													
CSBC HULL 898 LIMITED ISLE OF MAN													
CSBC HULL 900 LIMITED ISLE OF MAN													
NORASIA ALYA S.A. PANAMA													
HULL 1794 CO LTD. MARSHALL ISLANDS													
HULL 1796 CO LTD. MARSHALL ISLANDS													
HULL 1798 CO LTD. MARSHALL ISLANDS													
HULL 1800 CO LTD MARSHALL ISLANDS													
HULL 1906 MS LTD MARSHALL ISLANDS													
HULL 1975 MS LTD MARSHALL ISLANDS													
HULL 1976 MS LTD MARSHALL ISLANDS													
BUREO SHIPPING CO S.A. MARSHALL ISLANDS													
CHACABUCO SHIPPING LTD. MARSHALL ISLANDS													
LIMARI SHIPPING LTD. ISLAS MARSHALL													
CHOLGUAN SHIPPING LTD. MARSHALL ISLANDS													
PALENA SHIPPING LTD. MARSHALL ISLANDS													
LONGAVI SHIPPING LTD. MARSHALL ISLANDS													
PUELO SHIPPING LTD. MARSHALL ISLANDS													
PAINE SHIPPING LTD. MARSHALL ISLANDS													
GLOBAL COMMODITY INVESTMENT INC. PANAMA			0.00010										
CSAV SUD AMERICANA DE VAPORES S.A. PANAMA			0.04197										
RAHUE INVESTMENT CO. S.A. PANAMA			0.04576										
MAULE SHIPPING CO. S.A. PANAMA			0.00025										
MALLECO SHIPPING CO S.A. PANAMA			0.00020										
LANCO INVESTMENT INTERNATIONAL CO. S.A. PANAMA			0.00052										



Tamarim Participacipacoes LTDA.	CIA LIBRA DE NAVEGACION (URUGUAY) S.A.	COMPANHIA LIBRA DE NAVEGACAO S.A.	TORSKSEY S.A.	CSAV GROUP (HONG KONG) LTD.	CSAV GROUP AGENCIES (HONG KONG) LTD.	CSAV SHIPS S.A	INVERMAR MANAGEMENT S. DE R. L.	CSAV NORTH & CENTRAL EUROPE GMBH	CSAV NORTH & CENTRAL EUROPE N.V.	CSAV NORTH & CENTRAL EUROPE B.V.	CSAV AGENCIES FRANCE S.A.S.	SEA LION Co. S.A.	GLOBAL COMMODITY INVESTMENT INC.	SSM CO S.A.
	0.01450	0.03284	0.98085											
					0.03341									
					0.06370									
						0.00049								
						-0.03012								
						-0.01155								
						0.01343								
						-0.00043								
						0.00622								
						0.00733								
						0.00742								
						0.00774								
						0.00811								
						0.00798								
						0.00661								
						0.00000								
						0.01876								
						0.02506								
						-0.00064								
						0.01896								
						0.01665								
						0.02182								
						0.01943								

STATE   STAT		 1		1					1	1	1		
March   Marc	INVESTOR COMPANIES	TOLLO	CORVINA	CNP	CSAV	CSAV	TRANSPORTE	CSAV	INVERSIONES			TAMARIM	
NAME	ISSUER COMPANIES	SHIPPING	SHIPPING	HOLDING	INVERSIONES	HOLDING	AUSTRAL	AGENCY	CNP	GROUP	GROUP	INTERNACIONAL	
MANUAL   M			0.00885										
Dec     Dec   De													
MANUAL MATERIAL PROPERTIES AND													
MARK			0.00295										
NOTE				-0.00003	0.04756								
MARCHENIN   MARC					0.07704		-0.01045						
MARTINION   MART					0.00872								
Notes   Note					0.08780		-0.43141						
COURT   COUR					0.01400								
SUCH SAME   SUCK					0.02717								
Description					0.00542								
MALANA CAN ERRORLE REVISIO A SESSAMBUL 109677  CAN ARROTHANE SA SESHABUE 109678  CAN ARROTHANE SA SESHABUE 109679  CAN ARROTHANE SA SESHABUE 109679  CAN ARROTHANE SA SESSAMBUL 100679  CAN ARROTHAN ARROTHANE SA SESSAMBUL 100679  CAN ARROTHANE SA SESSAMBUL 100679					0.00023		-0.00081						
DURSTY	CSAV GROUP AGENCIES (MALAYSIA) SDN BHN MALASIA				-0.00023								
SANCE					0.05800								
SERVICION   CONTROL L'EXTERNATION   CONTROL L'EXTERN					-0.00856								
COMPAND   CONTROLLED   CONTRO					0.01306								
DUBM					0.02517								
CSAV GROUP AGENICES GAIBH   CSAV GROUP AGENICES GAIBH   CSAV GROUP AGENICES BEGINN   COMPANIES AGENICA MARTIMAS S.L.   COMPANI					0.03498								
CSAN GROUP AGENCES BEGIUM					0.40264								
HOLLAND						0.07690							
BEIGIUM   0.08246   0.06415   0.06415   0.06415   0.06415   0.06415   0.06415   0.06415   0.06415   0.06415   0.06415   0.06415   0.06415   0.06415   0.06415   0.06415   0.06415   0.06415   0.06699   0.06					0.00001	0.07039							
CSAV AGENCY ITALY'S P A						0.08246							
TIDGA TERMINAL FRUIT INC   USA   U						0.06415							
USA					0.00008	0.01878							
CHILE								0.06699					
CHILE							-1.02030						
CHILE							2.65640						
MEDICO							-0.03232				0.29780		
USA UU182U  NORGISTICS LOJISTIK HIZMETLEN A.S.							-0.00421				0.03880		
											0.01820		
											-0.00308		



r				1			i						r	
Tamarim Participacipacoes LTDA.	CIA LIBRA DE NAVEGACION (URUGUAY) S.A.	COMPANHIA LIBRA DE NAVEGACAO S.A.	TORSKSEY S.A.	CSAV GROUP (HONG KONG) LTD.	CSAV GROUP AGENCIES (HONG KONG) LTD.	CSAV SHIPS S.A	INVERMAR MANAGEMENT S. DE R. L.	CSAV NORTH & CENTRAL EUROPE GMBH	CSAV NORTH & CENTRAL EUROPE N.V.	CSAV NORTH & CENTRAL EUROPE B.V.	CSAV AGENCIES FRANCE S.A.S.	SEA LION Co. S.A.	GLOBAL COM- MODITY INVESTMENT INC.	SSM CO S.A.
												0.02001		
													-0.02280	-0.07169
				0.00154										
													0.72192	
								0.00317	0.00464	0.00351	0.02508			
							0.51289							
													0.00035	
													-0.09104	





# COMPAÑÍA SUD AMERICANA DE VAPORES S.A. AND SUBSIDIARIES Consolidated Financial Statements As of December 31, 2012

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External Auditors' Report
Classified Consolidated Statement of Financial Position
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ThUS\$: Figures expressed in thousands of US dollars



## **Classified Consolidated Statement of Financial Position**

ASSETS		As of December 31, 2012	As of December 31, 2011
	Note	ThUS\$	ThUS\$
CURRENT ASSETS			
Cash and cash equivalents	7	212,000	173,016
Other current financial assets	8	14,500	20,055
Other current non-financial assets	13	22,431	51,615
Current trade and other receivables	9	304,579	429,677
Current receivables from related parties	10	3,501	10,587
Inventory	11	82,495	129,822
Current tax assets	21	13,875	39,711
Total current assets other than assets or disposal groups classified as held for sale or held for distribution to owners		653,381	854,483
Non-current assets or disposal groups classified as held for sale	14	-	76
Total current assets		653,381	854,559
NON-CURRENT ASSETS			
Other non-current financial assets	8	84,575	138,392
Other non-current non-financial assets	13	10,086	8,965
Non-current trade and other receivables	9	89	27,277
Equity method investments	16	11,734	160,249
Intangible assets other than goodwill	17	666	63,945
Goodwill	18	102,744	117,608
Property, plant and equipment	19	1,307,804	1,579,425
Investment property	20	-	3,536
Deferred tax assets	22	311,571	225,553

Total non-current assets	1,829,269	2,324,950
TOTAL ASSETS	2,482,650	3,179,509



## **LIABILITIES AND NET EQUITY**

LIABILITIES		As of December 31, 2012	As of December 31, 2011
	Note	ThUS\$	ThUS\$
CURRENT LIABILITIES			
Other current financial liabilities	23	75,106	199,938
Current trade and other payables	24	468,144	598,778
Current payables to related parties	10	22,805	368,383
Other current provisions	25	105,298	307,609
Current tax liabilities	21	8,661	14,003
Current provisions for employee benefits	27	12,024	13,295
Other current non-financial liabilities	26	57,143	44,970
Total current liabilities		749,181	1,546,976
NON-CURRENT LIABILITIES			
Other non-current financial liabilities	23	862,782	968,822
Non-current payables to related parties	10	=	26
Other non-current provisions	25	-	2,256
Deferred tax liabilities	22	819	23,244
Non-current provisions for employee benefits	27	837	12,680
Other non-current non-financial liabilities	26	3,512	21,210
Total non-current liabilities		867,950	1,028,238
TOTAL LIABILITIES		1,617,131	2,575,214
NET EQUITY			
Issued capital	29	2,305,309	1,691,993
Retained earnings (accumulated deficit)	29	(1,442,255)	(1,136,638)
Other reserves	29	(7,617)	30,117
Equity attributable to the owners of the parent company		855,437	585,472
Non-controlling interest		10,082	18,823
TOTAL NET EQUITY		865,519	604,295
TOTAL LIABILITIES AND NET EQUITY		2,482,650	3,179,509

# **Consolidated Statement of Income by Function**

## **INCOME STATEMENT**

For the years ended December 31,

			Restated
Profit (loss) for the period	Note	2012 ThUS\$	2011 ThUS\$
Operating revenue Cost of sales	30 30	3,431,782 (3,388,411)	4,795,916 ( 5,630,540)
Gross margin		43,371	( 834,624)
Other income, by function Administrative expenses Other expenses by function Other gains (losses)	- 30 - -	4,607 ( 245,844) ( 2,577) 9,147	823 ( 262,920) ( 1,681) ( 8,865)
Profit (loss) from operating activities		( 191,296)	(1,107,267)
Financial income Financial costs Net profit (loss) from associates and joint ventures accounted using equity method Exchange rate differences Gain (loss) from readjustment	31 31 16 32	1,761 ( 44,078) 5,029 ( 10,471) ( 1,662)	2,505 ( 36,268) 14,025 10,967 ( 2,399)
Profit (loss) before income tax		( 240,717)	(1,118,437)
Income tax expense from continuing operations	22	57,430	95,149
Profit (loss) from continuing operations		( 183,287)	( 1,023,288)
Profit (loss) from discontinued operations	33	( 126,181)	( 216,195)
Profit (loss) for the period		( 309,468)	(1,239,483)
Profit (loss) attributable to: Profit (loss) attributable to owners of the parent company Profit (loss) attributable to non-controlling interests		( 313,611) 4,143	( 1,249,775) 10,292
Profit (loss) for the period		( 309,468)	(1,239,483)
Basic earnings (loss) per share			
Basic earnings (loss) per share in continuing operations	35	( 0,02)	(0,39)
Basic earnings (loss) per share in discontinued operations	35	( 0,02)	(0,11)
Basic earnings (loss) per share	35	( 0,04)	( 0,50)



STATEMENT OF COMPREHENSIVE INCOME		years ended mber 31,
	2012 ThUS\$	2011 ThUS\$
Profit (loss) for the period Components of other comprehensive income, before taxes	( 309,468)	( 1,239,483)
Currency translation adjustment		
Gain (loss) from currency exchange rate, before taxes	(436)	(18,438)
Other comprehensive income, before taxes, currency exchange rate	(436)	(18,438)
Cash flow hedges		
Gain (loss) from cash flow hedges, before taxes	(1,428)	1,229
Other comprehensive income from cash flow hedges, before taxes	(1,428)	1,229
Other comprehensive income, before taxes, actuarial gains (losses) on defined benefit plans	-	( 155)
Other components of other comprehensive income, before taxes	(1,864)	( 17,364)
Income taxes related to components of other comprehensive income income taxes related to currency translation adjustment of other comprehensive	_	3,656
income Income taxes related to cash flow hedges of other comprehensive income	272	( 193)
Income taxes related to defined benefit plans of other comprehensive income	-	18
Total income taxes related to components of other comprehensive income	272	3,481
Other comprehensive income	(1,592)	( 13,883)
Total comprehensive income (loss)	(311,060)	( 1,253,366)
Comprehensive income attributable to:		
Comprehensive income attributable to.  Comprehensive income attributable to owners of parent	(315,145)	(1,262,920)
Comprehensive income attributable to non-controlling interests	4,085	9,554
Total comprehensive income (loss)	(311,060)	(1,253,366)

# **Consolidated Statement of Changes in Net Equity**

	Issued capital	Translation adjustment reserves	Cash flow hedge reserves	Reserves for gains (losses) on defined benefit plans	Other miscellaneous reserves	Total other reserves	Retained earnings (accumulated deficit)	Equity attributable to owners of parent	Non- controlling interests	Total net equity
	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$
Opening balance as of January 1, 2012	1,691,993	29,810	(116)	365	58	30,117	(1,136,638)	585,472	18,823	604,295
Changes in equity										
Comprehensive income										
Profit (loss) for the period	-	-	-	-	-	-	(313,611)	(313,611)	4,143	( 309,468)
Other comprehensive income	-	(378)	(1,156)	-	-	( 1,534)	-	( 1,534)	(58)	( 1,592)
Total comprehensive income (loss)	-	(378)	(1,156)	-		( 1,534)	(313,611)	(315,145)	4,085	( 311,060)
Share issuance	1,199,822	-	-	-	-	-	-	1,199,822	-	1,199,822
Increase (decrease) for transfers and other changes	( 586,506)	( 32,490)	856	( 365)	(4,201)	( 36,200)	15,206	( 607,500)	( 12,826)	( 620,326)
Increase (decrease) for changes in ownership of subsidiaries that do not result in loss of control	-	-	-	-	-	-	(7,212)	( 7,212)	-	( 7,212)
Total changes in equity	613,316	( 32,868)	( 300)	( 365)	( 4,201)	( 37,734)	( 305,617)	269,965	(8,741)	261,224
Closing balance for current period (December 31, 2012)	2,305,309	( 3,058)	(416)	-	(4,143)	(7,617)	( 1,442,255)	855,437	10,082	865,519
Note	29	79	79	29	79					

	Issued capital	Share premium	Translation adjustment reserves	Cash flow hedge reserves	Reserves for gains (losses) on defined benefit plans	Other miscellaneous reserves	Total other reserves	Retained earnings (accumulated deficit)	Equity attributable to owners of parent	Non- controlling interests	Total net equity
	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$
Opening balance as of January 1, 2011	1,171,704	23,783	44,520	( 1,750)	434	90	43,294	125,261	1,364,042	23,430	1,387,472
Changes in equity											
Comprehensive income											
Profit (loss) for the period	-	-	-	-	-	-	-	(1,249,775)	( 1,249,775)	10,292	(1,239,483)
Other comprehensive income	-	-	( 14,710)	1,634	(69)	-	(13,145)	-	( 13,145)	( 738)	(13,883)
Total comprehensive income	-	-	( 14,710)	1,634	( 69)	-	( 13,145)	( 1,249,775)	(1,262,920)	9,554	(1,253,366)
Share issuance	498,480	-	-	-	-			-	498,480	-	498,480
Increase (decrease) for transfers and other changes	21,809	( 23,783)	-	-	-	(32)	(32)	-	(2,006)	(14,161)	(16,167)
Increase (decrease) for changes in ownership of subsidiaries that do not result in loss of control	-	-	-	-	-	-	-	( 12,124)	( 12,124)	-	(12,124)
Total changes in equity	520,289	( 23,783)	( 14,710)	1,634	(69)	(32)	( 13,177)	(1,261,899)	( 778,570)	( 4,607)	( 783,177)
Closing balance for prior period (December 31, 2011)	1,691,993	-	29,810	( 116)	365	58	30,117	(1,136,638)	585,472	18,823	604,295
Note	29	29	29	29	29	29					



# **Consolidated Statement of Cash Flows (Indirect)**

Cash flows provided by (used in) operating activities	Note	2012 <b>ThUS\$</b>	2011 <b>ThUS\$</b>
Profit (loss) for the period		( 309,468)	( 1,239,483)
Reconciliation adjustments of gains (losses)			
Adjustments for income tax expense	22	( 75,144)	( 107,873)
Adjustments for financial costs		38,617	37,454
Adjustments for decreases (increases) in inventory		47,327	56,398
Adjustments for decreases (increases) in trade receivables		159,140	117,195
Adjustments for decreases (increases) in other receivables related to			
operating activities		24,750	4,235
Adjustments for increases (decreases) in trade payables		(106,251)	20,149
Adjustments for depreciation and amortization expenses	17 & 19	59,350	83,069
Adjustments for impairment (reversals of impairment losses) recognized in			
profit (loss) for the period		-	3,057
Adjustments for provisions		(216,003)	215,195
Adjustments for unrealized foreign exchange losses (gains)	32	10,471	(7,981)
Adjustments for non-controlling interests		(4,143)	(10,292)
Adjustments for losses (gains) in fair value		_	(75)
Adjustments for non-distributed profits of associates	16	(5,029)	(39,678)
Other non-cash adjustments		(27,957)	(34,847)
Adjustments for losses (gains) for disposal of non-current assets		(3,686)	(1,319)
Other adjustments affecting cash flows from investing or financing activities		3,893	(6,507)
Other adjustments to reconcile profit (loss) for the period		3,108	2,404
Total reconciliation adjustments of gains (losses)		( 91,557)	330,584
Income taxes paid (refunded)		(13,213)	(32,960)
Other cash inflows (outflows)		(40,400)	( 17,387)
Net cash flows provided by (used in) operating activities		( 454,638)	( 959,246)

Cash flows provided by (used in) investing activities			ears ended
	Note	2012 ThUS\$	nber 31, <b>2011</b> <b>ThUS\$</b>
Cash flows used to purchase non-controlling interests	15	( 6,800)	( 17,713)
Proceeds from sale of property, plant and equipment	19	5,369	104,199
Purchases of property, plant and equipment	19	( 208,206)	(528,011)
Purchases of intangible assets		( 345)	( 6,498)
Purchases of other long-term assets		-	(61)
Dividends received	16	8,147	16,230
Interest received		91	288
Other cash inflows (outflows)	15	(43,770)	809
Net cash flows provided by (used in) investing activities		( 245,514)	( 430,757)
Proceeds from issuance of shares	29	1,195,672	496,474
Proceeds from long-term loans		126,453	367,343
Loans to related parties	10	_	369,950
Loan repayments		(164,504)	(100,511)
Payments on finance leases		=	(1,115)
Loan payments to related parties	10	(367,500)	(20,080)
Dividends paid		(4,476)	(43,729)
Interest paid		(39,561)	(27,371)
Other cash inflows (outflows)		(5,216)	314
Net cash flows provided by (used in) financing activities		740,868	1,041,275
Net increase (decrease) in cash and cash equivalents, before the effects of changes in foreign exchange rates	ne	40,716	( 348,728)
Effects of changes in foreign exchange rates on cash and cash			
equivalents		(1,732)	( 1,788)
Net increase (decrease) in cash and cash equivalents		38,984	( 350,516)
Cash and cash equivalents, opening balance	7	173,016	523,532
Cash and cash equivalents, closing balance	7	212,000	173,016



## **Notes to the Consolidated Financial Statements**

as of December 31, 2012

## **Note 1 General Information**

Compañía Sud Americana de Vapores S.A. and subsidiaries (hereinafter "the Company", "CSAV" or "the CSAV Group") is a publicly-held corporation domiciled at Plaza Sotomayor No. 50, Valparaíso, Chile. It is registered with the Securities Registry (number 76) and is subject to the oversight of the Chilean Securities & Insurance supervisor (SVS).

CSAV is a holding company of companies engaged primarily in the maritime cargo transport busines.

CSAV is controlled by the Quiñenco group, detailed as follows:

Company Name	Ownership Interest	N° of share
Quiñenco S.A.	2.3277%	202,926,403
Inversiones Rio Bravo S.A.	33.2506%	2,898,773,217
Inmobiliaria Norte Verde S.A.	1.8622%	162,341,611
	37.4405%	3,264,041,231

As of December 31, 2012, CSAV has 3,573 shareholders in its shareholders' registry.

## Note 2 Presentation basis of the Consolidated Financial Statements

The significant accounting policies adopted for the preparation of these consolidated financial statements are described below.

## (a) Statement of Compliance

The consolidated financial statements of CSAV and its subsidiaries, contained herein for the years ended December 31, 2012 and 2011, were prepared in accordance with International Financial Reporting Standards (IFRS) and interpretations issued by the IFRS Interpretations Committee (IFRIC).

The consolidated financial statements were approved by the Board of Directors on March 1, 2013.

In preparing these consolidated financial statements as of December 31, 2012, management has utilized its information and understanding with respect to the standards and interpretations applied and the current facts and circumstances to the best of its knowledge.

## (b) Basis of Preparation of the Consolidated Financial Statements

As indicated in note 29, the Company divested a subsidiary, SM SAAM during the first quarter of 2012. As a result, the Company no longer has a shareholding in SAAM and the financial statements as of December 31, 2012 do not include the assets, liabilities, results and cash flows of that company.

The consolidated financial statements have been prepared on a historical cost basis, with the exception of the entries that are recognized at fair value and the entries for which deemed cost is permitted, in accordance with IFRS 1. The carrying amount of assets and liabilities hedged by operations that qualify for the use of hedge accounting are adjusted to reflect changes in fair value in relation to the hedged risks.

The consolidated financial statements are expressed in United States dollars, which is the functional currency of the CSAV Group. The amounts in the consolidated financial statements have been rounded to thousands of dollars (ThUS\$).

The policies defined by CSAV and adopted by all consolidated subsidiaries have been used in the preparation of the consolidated financial statements.

In preparing these consolidated financial statements, certain critical accounting estimates have been used to quantify certain assets, liabilities, income, expenses and commitments.

The areas that involve a greater degree of judgment or complexity, or the areas in which the assumptions and estimates are significant for the consolidated financial statements are detailed as follows:

- 1. The evaluation of possible impairment losses on certain assets.
- 2. The assumptions used in the actuarial calculation of employee benefits liabilities (Note 27).
- 3. The useful life of material and intangible assets (Notes 19 and 17).
- 4. The criteria used in the valuation of certain assets.
- 5. The probability that certain liabilities and contingencies (provisions) will materialize and their valuations (Note 25).
- 6. The market value of certain financial instruments (Note 28).
- 7. The probability of recovery of deferred tax assets (Note 22).

These estimates are made on the basis of the best available information about the matters being analyzed.

In any event, it is possible that future events may make it necessary to modify such estimates in future periods. If necessary, such modifications would be made prospectively, such that the effects of the change would be recognized in future financial statements.

(c) Reclassification for Accounting Change

Minor reclassifications have been made for comparison purposes.

## **Note 3 Summary of Significant Accounting Principles**

#### 3.1 Consolidation Basis

(a) Subsidiaries

Subsidiaries are defined as all of the entities over which CSAV has the power to determine financial and business operations policies. Such power is generally associated with an ownership interest of more than half of the voting rights. In determining whether CSAV controls an entity, the existence and the effect of the potential voting rights that are currently exercised or converted are taken into consideration. Subsidiaries are consolidated from on the date on which control is transferred to the CSAV Group, and they are excluded from consolidation from on the date on which such control ceases.



To account for the acquisition of subsidiaries by the CSAV Group, the acquisition method is used. The acquisition cost is the fair value of the assets received, equity instruments issued and liabilities incurred or assumed at the date of exchange. The identifiable assets acquired and the identifiable liabilities and contingencies assumed in a business combination are initially valued at fair value as of the date of acquisition. The excess of the acquisition cost over the fair value of the CSAV Group's share in the identifiable net assets acquired is recognized as goodwill. If the acquisition cost is lower than the fair value of the net assets of the acquired subsidiary, the identification and measurement of the acquiring company's identifiable assets, liabilities and contingent liabilities, as well as the measurement of the acquisition cost, shall be reconsidered. Any remaining difference will be recognized directly in the statement of comprehensive income.

Subsidiaries are consolidated using the line-by-line method for all of their assets, liabilities, income, expenses and cash flows.

Non-controlling interests in subsidiaries are included in the net equity of the parent company (in this case CSAV).

Intercompany transactions, balances and unrealized gains on transactions between entities of the CSAV Group are eliminated. Unrealized losses are also eliminated, unless the transaction provides evidence of loss due to the impairment of the asset that was transferred. When necessary in order to ensure consistency with the policies adopted by the CSAV Group, the accounting policies of the subsidiaries are modified.

## (b) Joint Ventures

CSAV uses the equity method to account for investments in joint ventures. The investments that CSAV identifies as joint ventures are, for commercial and operating purposes not jointly managed, by the partners of the joint venture.

## (c) Associates

Associates are defined as all entities over which the CSAV Group exercises significant influence but does not have control. Such influence is generally the result of an ownership interest between 20% and 50% in the voting rights. Investments in associates are accounted for using the equity method and are initially recognized at cost. The CSAV Group's investments in associates include purchased goodwill identified in the acquisition, net of any accumulated impairment loss identified in the acquisition.

The CSAV Group's share in the losses or gains subsequent to the acquisition of its associates is recognized in comprehensive income, and its share in movements of reserves subsequent to the acquisition in reserves. Accumulated movements subsequent to the acquisition are adjusted against the carrying amount of the investment. When the CSAV Group's share in the losses of an associate is greater than or equal to its ownership interest in that associate, including any other uninsured receivable, the Company does not recognize additional losses, unless it has incurred obligations or made payments on behalf of the associate in which it holds an ownership interest.

## 3.2 Entities Included in Consolidation

These consolidated financial statements include the assets, liabilities, results and cash flows of the parent company and its subsidiaries, which are listed in the table below. Significant transactions between group companies that are included in consolidation have been eliminated.

			Ownership Interest as of December 31,					
Taxpayer ID Number	Company		2012			2011		
, tamber		Direct	Indirect	Total	Direct	Indirect	Total	
Foreign	Compañía Sud Americana de Vapores Gmbh	100.0000	-	100.0000	100.0000	-	100.0000	
Foreign	Corvina Shipping Co. S.A. and Subsidiaries	100.0000	-	100.0000	99.9980	0.0020	100.0000	
Foreign	CSAV Agency, LLC. and Subsidiary	100.0000	-	100.0000	100.0000	-	100.0000	
Foreign	CSAV Group (China) Shipping Co. Limited	99.0000	1.0000	100.0000	99.0000	1.0000	100.0000	
99.588.400-3	CSAV Inversiones Navieras S.A. and Subsidiaries	99.9970	0.0030	100.0000	99.9970	0.0030	100.0000	
89.602.300-4	Empresa de Transporte Sudamericana Austral Ltda. and Subsidiaries	99.0000	1.0000	100.0000	99.0000	1.0000	100.0000	
Foreign	Inversiones Nuevo Tiempo S.A. (**)	-	-	-	99.0000	1.0000	100.0000	
Foreign	Inversiones Plan Futuro S.A. (**)	-	-	-	99.9900	0.0100	100.0000	
Foreign	Norgistics (China) Limited	99.0000	1.0000	100.0000	99.0000	1.0000	100.0000	
96.840.950-6	Odfjell y Vapores S.A.	51.0000	-	51.0000	51.0000	-	51.0000	
Foreign	Tollo Shipping Co. S.A. and Subsidiaries	99.9990	0.0010	100.0000	99.9990	0.0010	100.0000	
76.028.729-6	Norgistics Holding S.A. and Subsidiaries	99.0000	1.0000	100.0000	99.0000	1.0000	100.0000	
92.048.000-4	Sudamericana, Agencias Aéreas y Marítimas S.A. and Subsidiaries (*)	-	-	-	99.9995	0.0005	100.0000	

<sup>(\*)</sup> As a result of the spin-off (Note 29), this company is not included in the consolidated financial statements as of December 31, 2012.

## 3.3 Segment Reporting

An operating segment is defined as a component of an entity for which discrete financial information is available and is reviewed regularly by senior management.

Segment information based on the Company's main business lines, which have been identified as:

Starting from 2012, the Company has identified a sole business segment: maritime cargo transport.

Until December 31, 2011, before the Company was spun off, it reported using the following two segments:

- Maritime cargo transport
- Maritime vessel and cargo services

<sup>(\*\*)</sup> Companies absorbed by Tollo Shipping Co. S.A., during the first half of 2012.



## 3.4 Transactions in a Foreign Currency

## (a) Presentation and Functional Currency

The items included in the financial statements of each of the entities of the CSAV Group are valued using the currency of the primary economic environment in which the entity operates (functional currency). The consolidated financial statements are expressed in US dollars, which is the functional and presentation currency of the CSAV Group.

#### (b) Transactions and Balances

Transactions in foreign currency are converted to the functional currency using the exchange rate in force as of the date of the transaction. Losses and gains in foreign currency that are generated by the settlement of these transactions and by the currency exchange of foreign currency-denominated monetary assets and liabilities at the closing exchange rates are recognized in the statement of comprehensive income, unless they are deferred in net equity, as is the case for losses and gains arising from cash flow hedges.

Currency exchange differences for non-monetary items such as equity instruments at fair value through profit and loss are presented as part of the gain or loss in fair value. Currency exchange differences for non-monetary items such as equity instruments classified as available-for-sale financial assets are included in net equity, in the revaluation reserve.

## (c) Conversion of CSAV Group Entities to Presentation Currency

The results and the financial situation of all CSAV Group entities (none of which used the currency of a hyperinflationary economy) that use a functional currency other than the presentation currency are converted to the presentation currency as follows:

- (i) The assets and liabilities of each statement of financial position presented are converted at the closing exchange rate as of the reporting date.
- (ii) The income and expenses of each income statement account are converted at the average exchange rate, unless the average is not a reasonable approximation of the cumulative effect of the exchange rates in force on the transaction dates, in which case income and expenses are converted on the dates of the transactions.
- (iii) Cash flows are translated in accordance with point (ii) above.
- (iv) All resulting translation differences are recognized as a separate component of net equity.

In consolidation, currency exchange differences arising from the conversion of a net investment in foreign entities (or Chilean entities with a functional currency other than the functional currency of the parent company), and of loans and other instruments in foreign currency that are designated as hedges for those investments, are recorded in the statement of comprehensive income. When an investment is sold or disposed of, these currency exchange differences are recognized in the statement of income as part of the loss or gain on the sale or disposal.

Adjustments to purchased goodwill and to fair value that arise in the acquisition of a foreign entity are treated as assets and liabilities of the foreign entity and converted at the year- or period-end exchange rate, accordingly.

## 3.5 Property, Plant and Equipment

Property, plant and equipment are measured at acquisition cost, less accumulated depreciation and impairment losses, where applicable.

In addition, the acquisition cost must include financial expenses that are directly attributable to the acquisition, and they shall be recorded until the asset in question is operating normally.

Subsequent costs are included in the initial value of the asset or recognized as a separate asset, only when it is likely that the future economic benefits associated with the components will flow to CSAV and the cost of the component can be determined reliably. The value of the component that was replaced is derecognized for accounting purposes. Other repairs and maintenance are charged to income for the period in which they are incurred.

When significant parts of an item of property, plant and equipment have different useful lives among themselves, these parts shall be recorded as separate components.

Depreciation is recognized in profit or loss, using the straight-line method based on the estimated economic useful life of each component of an item of property, plant and equipment, starting from the date on which the asset becomes available for use.

The estimated useful lives for assets are as follows:

40 to 100 years
5 to 14 years
13 to 14 years
16 to 25 years
10 to 25 years
Term of lease
3 to 10 years
5 to 10 years
3 years

At each consolidated financial statement period-end the residual value and useful life of the assets are reviewed, and adjusted where necessary,

When the value of an asset is greater than its estimated recoverable amount, its value is immediately lowered to its recoverable amount.

Losses and gains on the sale of property, plant and equipment are calculated by comparing income obtained with the book value and they are included, net, in the statement of comprehensive income.

## 3.6 Investment Property

Investment property is property held to obtain rental income, to achieve the appreciation of the invested capital, or both, but not for sale in the normal course of business, use in production or supply of goods or services, or for administrative purposes. Investment properties are valued at historical cost. When the use of a property changes, it is reclassified as property, plant and equipment or available for sale.



## 3.7 Intangible Assets

Intangible assets include other identifiable non-monetary assets, without physical substance, that are generated by commercial transactions.

Only those intangible assets whose costs can be reasonably objectively estimated and those assets from which it is likely that economic benefits will be obtained in the future are recognized for accounting purposes. Such intangible assets shall be initially recognized at acquisition or development cost, and they shall be valued at cost less the corresponding accumulated amortization and any impairment losses incurred, for those intangibles with a finite useful life.

For intangible assets with a finite useful life, amortization is recognized in profit or loss, using the straight-line method based on the estimated useful life of the intangible assets, starting from on the date on which the asset is available for use or on a different date that better represents its use.

Intangibles with an indefinite useful life and goodwill are not amortized and impairment analyses are performed on an annual basis.

The classes of intangible assets held by the CSAV Group and the corresponding periods of amortization are summarized as follows:

Class	Minimum Maximum			
Purchased goodwill	Indefinite			
Development costs	3 years 4 years			
Patents, trademarks and other rights	Indefinite			
Software	3 years	4 years		
Port and tugboat concessions	Concession term			

## a) Software

Acquired software licenses are capitalized on the basis of costs incurred to acquire them and prepare them for use. These intangible assets are amortized over their estimated useful lives.

## b) Patents, Trademarks and Other Rights

These assets are presented at historical cost. The use of these rights does not have a finite useful life, and therefore they are not subject to amortization. However, the indefinite useful life is subject to periodic review in order to determine whether the indefinite useful life is still applicable.

## c) Port and Tugboat Concessions

Port concessions are covered by IFRIC 12. The assets are recognized as intangible assets, as the CSAV Group holds the right to charge income based on usage. The cost of these intangible assets includes mandatory infrastructure works defined in the concession contract and the present value of all of the contract's minimum payments. Therefore, a financial liability equivalent to the value of the recognized intangible asset is recorded at present value.

Amortization is recognized in profit or loss, using the straight-line method, starting from the date on which the asset becomes available for use.

Until December 31, 2011, these consolidated financial statements contained concession agreements registered by companies that were part of the CSAV Group until to that date, and which correspond to Iquique Terminal Internacional S.A. Tugboat concessions correspond to partial assignment of rights and obligations contracts for the provision of port and off-shore tugboat services, that are free of obligations and limitations for their duration and that the subsidiary SAAM Remolques S.A. de C.V. holds with the Integral Port Authorities at the ports of Veracruz, Lázaro Cárdenas, Tampico and Altamira (Mexico).

#### 3.8 Goodwill

Goodwill represents the excess of the acquisition cost over the fair value of the CSAV Group's share in the subsidiary or associate's identifiable net assets and liabilities assumed, measured as of the acquisition date. Purchased goodwill is presented separately in the financial statements as goodwill and is tested for impairment on an annual basis and valued at cost less accumulated impairment losses. Purchased goodwill related to acquisitions of associates is included in investments in associates and tested for impairment of fair value along with the total balance of the associate. Gains and losses on the sale of an entity include the carrying amount of purchased goodwill related to the entity that was sold.

Goodwill is allocated to cash-generating units for purposes of performing impairment tests. The allocation is made for those cash-generating units that are expected to benefit from the business combination in which such purchased goodwill was generated.

Negative goodwill arising from the acquisition of an investment or business combination is recorded in accordance with Note 3.1.(a).

## 3.9 Interest Expenses

Interest expenses incurred for the construction of any qualified asset are capitalized over the period of time needed to complete and prepare the asset for its intended use. Other interest expenses are recorded in profit or loss.



## 3.10 Impairment Losses

#### a) Non-financial Assets

Assets that have an indefinite useful life (e.g. goodwill and intangible assets with indefinite useful lives) are not amortized and are tested for impairment on an annual basis.

Assets subject to amortization are tested for impairment when an event or change in circumstances suggests that the carrying amount may not be recoverable.

Impairment losses are recognized for the excess of the asset's carrying amount over its recoverable amount.

The recoverable amount is the fair value of an asset less costs to sell or value in use, whichever is greater.

In order to evaluate impairment losses, assets are grouped at the lowest levels at which there are separately-identifiable cash flows (cash-generating units).

Non-financial assets other than goodwill for which an impairment loss has been recorded are reviewed at each period-end in case the loss has been reversed, in which case the reversal cannot be greater than the original impairment amount.

Impairment of goodwill is not reversed.

## b) Financial Assets

A financial asset that is not recorded at fair value through profit and loss is evaluated at each period-end in order to determine whether there is objective evidence of impairment. A financial asset is impaired if there is objective evidence that a loss event has occurred after the initial recognition of the asset, and that this loss event has had a negative effect on the asset's future cash flows that can be reliably estimated.

The objective evidence that financial assets are impaired may include delay or default by a debtor or issuer, restructuring of an amount owed to CSAV in terms that would not be considered in other circumstances, indications that a debtor or issuer will declare bankruptcy, or the disappearance of an active market for an instrument. In addition, for an investment in an equity instrument, a significant or prolonged decrease in the fair value of the asset, below its cost, is objective evidence of impairment.

In evaluating impairment, CSAV uses historical trends of probability of noncompliance, the timing of recoveries and the amount of the loss incurred, all adjusted according to management's judgment as to whether under the prevailing economic and credit conditions it is likely that the actual losses will be greater or lesser than the losses indicated by historical trends.

Impairment losses related to trade and other receivables, which are valued at deemed cost, are calculated as the difference between the assets' book value and the estimated recoverable amount for those assets. This estimate is determined based on the age of the receivables as indicated in Note 9. Losses are recognized in income and are reflected in a provision against accounts receivable. When a subsequent event causes the amount of the impairment loss to decrease, such decrease is reversed through profit or loss.

#### 3.11 Financial Instruments

Financial instruments are classified and valued according to the following categories:

## (i) Non-derivative Financial Assets

The CSAV Group classifies its non-derivative financial assets into the categories listed below, according to the purpose for which such assets were acquired. Management determines the classification of financial assets upon initial recognition.

#### a) Financial assets at fair value through profit or loss

Financial assets at fair value through profit and loss are financial assets held for trading purposes or are designated as such upon recognition. A financial asset is classified in this category if it is acquired primarily in order to be sold in the short term.

Assets in this category are classified as current assets. This category also includes investments in shares, debt instruments, time deposits, derivatives not designated as hedges and other financial investments.

## b) Trade and other receivables

Trade accounts receivable are initially recognized at fair value and subsequently at amortized cost, less impairment losses. Impairment of trade accounts receivable is recorded when there is objective evidence that the CSAV Group will not be able to collect all of the amounts owed to it in accordance with the original terms of the accounts receivable, as described in Note 3.10. b).

In the statement of income, the subsequent recovery of previously recognized amounts are re-recognized as a cost of sales credit.

## c) Held-to-maturity financial assets

Held-to-maturity financial assets are non-derivative financial assets with fixed or determinable payments and a fixed maturity date that the Group's management intends to and is capable of holding to maturity. If the CSAV Group were to sell more than an insignificant amount of held-to-maturity financial assets, the entire category would be reclassified as available for sale. These available-for-sale financial assets are included in non-current assets, except those assets maturing in less than 12 months from the reporting date, which are classified as current assets.

## d) Available-for-sale financial assets

Available-for-sale financial assets are non-derivative assets that are classified in this category or are not classified in any other category. They are included in non-current assets unless management intends to dispose of the investment in the 12 months following the reporting date, and they are recorded at fair value through equity.

## e) Cash and cash equivalents

Cash and cash equivalents include cash held internally and in banks; time deposits in credit entities; other highly liquid, short-term investments with an original term of three months or less; and bank overdrafts. In the statement of financial position, bank overdrafts are classified as external resources in current liabilities.



## (ii) Non-derivative Financial Liabilities

## a) Trade and other payables

Accounts payable to suppliers are initially recognized at fair value and subsequently at amortized cost using the effective interest method

## b) Interest-bearing loans and other financial liabilities

Loans, bonds payable and other financial liabilities of a similar nature are initially recognized at fair value, net of the costs incurred in the transaction. Subsequently, they are valued at amortized cost, and any difference between the funds obtained (net of the costs incurred to obtain them) and the repayment value is recognized in income over the life of the obligation, using the effective interest method.

## (iii) Issued Capital

Ordinary shares are classified as net equity.

Incremental costs directly attributable to the issuance of new shares are presented in net equity as a deduction, net of taxes, from the income obtained in the placement.

## (iv) Derivative Financial Instruments and Hedging Activities

Derivative financial instruments used to hedge risk exposure in foreign currency, fuel purchases and interest rates are initially recognized at fair value. Attributable transaction costs are recognized in income when they are incurred.

After initial recognition, derivative financial instruments are measured at fair value, and any changes are recorded as described below:

## Hedge Accounting

At the beginning of the transaction, CSAV documents the relationship between hedging instruments and the hedged items, as well as the risk management objectives and the strategy for carrying out different hedging operations. The Company also documents its evaluation, both initially and on an ongoing basis, of whether the derivatives that are used in hedging transactions are highly effective at offsetting changes in fair value or in the cash flows from the hedged items.

Derivative financial instruments that satisfy hedge accounting criteria are initially recognized at fair value plus (less) the transaction costs that are directly attributable to the contracting or issuance of the same, as appropriate.

Changes in the fair value of these instruments shall be recognized directly in equity, to the extent that the hedge is effective. When it is not effective, changes in fair value shall be recognized in income.

If the instrument no longer satisfies hedge accounting criteria, the hedge shall be discontinued prospectively. Any accumulated gains or losses that were previously recognized in equity will remain until the forecasted transactions occur.

## **Economic Hedges**

Derivative financial instruments that do not satisfy hedge accounting criteria are classified and valued as financial assets or liabilities at fair value through profit and loss.

The fair value of several derivative instruments used for hedging purposes is shown in Note 12. Movements in the hedging reserve within own funds are shown in Note 28. The total fair value of hedging derivatives is classified as a non-current asset or liability if the remaining term of the hedged item is greater than 12 months and as a current asset or liability if the remaining term of the hedged item is less than 12 months.

## 3.12 Inventory

Inventory is valued at the lower of cost or net realizable value. The cost is determined by the "first-in-first-out," or FIFO, method and includes the acquisition cost and other costs incurred in bringing it to its place and conditions of use.

The net realizable value is the estimated sales value in the normal course of business, less estimated selling expenses.

#### 3.13 Income and Deferred Taxes

Income taxes for the period include current income taxes and deferred income taxes. Taxes are recognized in the statement of comprehensive income, unless they are related to entries that are recognized directly in equity, in which case the taxes are also recognized in equity.

Current income taxes are calculated based on the tax laws enacted as of the reporting date in each country.

Deferred taxes are calculated in accordance with the liability method over the differences that arise between the tax basis of assets and liabilities and their carrying amount in the financial statements. However, if the deferred taxes arise from the initial recognition of a liability or an asset in a transaction other than a business combination, where at the time of the transaction such asset or liability did not affect the accounting result or the tax gain or loss, it is not accounted for. Deferred taxes are determined using tax rates (and laws) that have been enacted or that are substantially enacted as of the reporting date and that are expected to be applied when the corresponding deferred tax asset is realized or when the corresponding deferred tax liability is settled.

Deferred tax assets are recognized to the extent that it is likely that there will be future tax benefits with which to offset such differences.

Deferred income taxes for temporary differences arising from investments in subsidiaries and associates are provisioned for, unless the timing of the reversal of the temporary differences is controlled by the Company and it is likely that the temporary difference will not be reversed in the foreseeable future.

## 3.14 Employee Benefits

a) Post-employment and other long-term benefits

For the CSAV Group, staff severance indemnities are classified in this category. This benefit determines the amount of the future benefit that employees have accrued in exchange for their services in the current and previous periods.

In order to determine the present value of such benefit, a risk-free interest rate is used. The calculation is performed by a qualified mathematician using the projected unit credit method.

All actuarial gains and losses arising from defined-benefit plans are recognized directly in equity, as other reserves.



## b) Contract termination indemnity

Commitments undertaken in a formal detailed plan, either in order to terminate the contract of an employee before normal retirement age or to provide termination benefits, shall be recognized directly in income.

## c) Short-term benefits and incentives

CSAV recognizes a provision for short-term benefits and incentives when it is contractually obligated to do so or when past practice has created an implicit obligation.

#### 3.15 Provisions

CSAV recognizes provisions when the following requirements are satisfied:

- there is a current obligation, whether legal or implicit, as a result of past events;
- it is likely that an outflow of resources will be needed to settle the obligation; and
- the amount has been reliably estimated.

In the case of a service contract that is considered onerous, a provision will be recognized and charged to income for the period, for an amount equal to the lesser of the cost of settling the contract and the net cost of continuing it.

Provisions for restructuring are recognized to the extent that the CSAV Group has approved a formal detailed plan, and that such restructuring has been publicly reported or has already begun.

Provisions are not recorded for future operating losses except for the onerous contracts mentioned above.

Provisions are valued at the present value of the disbursements that are expected to be necessary in order to settle the obligation using a discount rate that reflects the current market assessments of the time value of money and the specific risks of the obligation.

## 3.16 Other Non-financial Liabilities

This item includes liabilities that are not of a financial nature and do not qualify as any other type of liability.

## 3.17 Operating Revenues and Cost of Sales

Operating revenues and cost of sales derived from the provision of maritime transport services are recognized in income considering the percentage of completion as of the reporting date, as long as the result can be reliably estimated.

The provision of services can be reliably measured as long as the following conditions are met:

- The amount of the revenues can be reliably measured;
- It is likely that the economic benefits associated with the transaction will flow to the entity;
- The percentage of completion of the transaction as of the reporting date can be reliably measured; and
- The costs incurred by the transaction and the costs to complete it can be reliably measured.

When the results of services provided cannot be sufficiently reliably estimated, in accordance with the requirements established by precedent, the revenues are recognized only to the extent that the expenses incurred can be recovered.

Revenues and costs related to subletting vessels are recognized in income on an accrual basis.

Operating revenues and cost of sales from other services related to the maritime business are recognized in income on an accrual basis.

Operating revenues are recognized net of standard discounts and incentives.

## **3.18 Discontinued Operations**

The Company records income and losses from discontinued operations, net of taxes, for restructured services that, in the short or medium-term, are not expected to be provided or will be provided but on a much lesser scale than before.

#### 3.19 Finance Income and Expenses

Finance income is accounted for on an accrual basis.

Finance expenses are generally recognized in income when incurred, except for expenses to finance the construction or development of qualified assets.

Finance expenses are capitalized beginning on the date on which knowledge about the asset to be constructed is obtained. The amount of the capitalized finance expenses (before taxes) for the period is determined by applying the effective interest rate of the loans in force during the period in which finance expenses were capitalized to the gualified assets.

## 3.20 Leases

Leases in which substantially all risks and rewards of ownership of the leased assets are transferred to the companies of the CSAV Group are classified as finance leases. All other leases are classified as operating leases.

For finance leases, at the start of the contract an asset is recognized in property, plant and equipment, and a financial liability is recognized for the lesser between the fair value of the leased asset and the present value of the minimum lease payments.

For operating leases, payments are recognized as expenses during the term of the lease.

#### 3.21 Determination of Fair Value

Some of the CSAV Group's accounting policies and disclosures require that the fair value of certain financial assets be determined according to the following:

Financial assets

The fair value of financial assets at fair value through profit or loss and available-for-sale financial assets is determined at market value.



## Trade and other receivables

Considering that trade receivables have a term of less than 90 days, their fair value is not estimated to differ significantly from their book value.

## Derivatives

The fair value of derivative contracts is based on their quoted price.

## 3.22 Earnings (Loss) per Share

The ratio of basic earnings (loss) per share is calculated by dividing net income (loss) for the period by the weighted average number of ordinary shares outstanding during the period.

## 3.23 Distribution of Dividends

Dividends distributed to the Company's shareholders are recognized as a liability in CSAV's annual consolidated accounts in the period in which they are accrued. The Company's policy is to distribute 30% of distributable net income.

#### 3.24 Environment

Disbursements related to environmental protection are charged to income when they are incurred.

## 3.25 New Standards and Interpretations Issued but Not Yet in Force

a) Standards adopted in advance by the Group

The CSAV Group has not adopted or applied any standards issued by the International Accounting Standards Board (hereinafter "IASB") in advance.

b) Standards and amendments to and interpretations of the existing standards that are not yet in force and that the Group has not adopted in advance:

Standard and/or Amendment	Mandatory application for:
IFRS 9: Financial Instruments: Classification and Measurement	Annual periods starting on or after January 1, 2013
IFRS 10: Consolidated Financial Statements	Annual periods starting on or after January 1, 2013
IFRS 11: Joint Arrangements	Annual periods starting on or after January 1, 2013
IFRS 12: Disclosure of Interests in Other Entities	Annual periods starting on or after January 1, 2013
IFRS 13: Fair Value Measurement	Annual periods starting on or after January 1, 2013
IAS 19: Employee Benefits	Annual periods starting on or after January 1, 2013
Amendment to IAS 27: Separate Financial Statements	Annual periods starting on or after January 1, 2013
Amendment to IAS 28: Investments in Associates and Joint Ventures	Annual periods starting on or after January 1, 2013
Amendment to IFRS 7 DisclosuresOffsetting Financial Assets and Financial Liabilities	Annual periods starting on or after January 1, 2013
Amendment to IFRS 1 First-time Adoption	Annual periods starting on or after January 1, 2013
Amendment to IFRS 7 DisclosuresOffsetting Financial Assets and Financial Liabilities	Annual periods starting on or after January 1, 2013
IFRIC 20	Annual periods starting on or after January 1, 2013
Amendment to IAS 32 Offsetting Financial Assets and Financial Liabilities	Annual periods starting on or after January 1, 2014
Amendments to IFRS 9 and IFRS 7 Mandatory Effective Date and Transition Disclosures	Annual periods starting on or after January 1, 2015

The Company's management estimates that the adoption of the standards, amendments and interpretations described above will not have a significant impact on the financial statements of the CSAV Group.

## **Note 4 Changes in Accounting Policies and Estimates**

In 2012, in accordance with International Accounting Standard No. 16, the Company reassessed the useful lives of its vessels and containers, extending their depreciation period to reflect a real useful life in line with shipping industry standards.



This change in accounting estimates arose during the Company's process of renewing and expanding its own fleet, which involved reviewing and adjusting the useful life of its vessels and containers based on standards established by the new units, which mostly comprise its current fleet.

The effect of this change meant recognizing a lower depreciation expense during the current period of ThUS\$ 31,132.

The financial statements as of December 31, 2012 do not present any other changes in policies or accounting estimates that may affect their comparability with the prior year.

## **Note 5 Financial Risk Management**

The Company's activities are exposed to different financial risks: (a) Credit Risk, (b) Liquidity Risk and (c) Market Risk. The Company seeks to minimize the potential effects of these risks through the use of financial derivatives or by establishing internal financial risk management policies.

#### (a) Credit Risk

Credit risk is derived from the CSAV Group's exposure to (i) potential losses resulting mainly from customers, third-party agencies and carriers with which the Company has signed vessel lease and/or slot sale agreements failing to fulfill their obligations and (ii) counterparty risk in the case of financial assets maintained with banks.

#### i) Accounts receivable

The Company has a strict credit policy for managing its portfolio of accounts receivable. The policy is based on the determination of lines of credit to direct customers and to non-related agencies. In order to determine the lines of credit granted to direct customers, the Company performs an individual analysis of solvency, payment capacity, bank and commercial references, and historical payment behavior of the customer with the Company. For non-related agencies, the process is similar, although there are contracts and guarantees that mitigate credit risk.

These lines of credit are reviewed on an annual basis, and special care is taken so that the conditions offered, with respect to both amounts and terms, are appropriate given market conditions. Payment behavior and the percentage of utilization of such lines are monitored on an ongoing basis. In addition, there is a rigorous policy for uncollectible accounts receivable, which is based on the provisioning of any significant deviation with respect to payment behavior.

Regarding vessel and slot leases to third parties, the Company supports its agreements using Charter Party and Slot Charter Agreements drafted using industry standard models that appropriately cover our interests. CSAV only leases vessels and/or slots to other shipping companies, always taking into consideration the counterparty's creditworthiness. In the case of slot charters, CSAV often leases slots from the same shipping companies to which it leases its own slots on other vessels and provides services, which reduces the risk of default.

The Company's maximum credit risk exposure from accounts receivable corresponds to the total of these accounts net of impairment, detailed below:

	Note	As of December 31, 2012 ThUS\$	As of December 31, 2011 <b>ThUS\$</b>
Trade receivables		318,018	437,846
Impairment of trade receivables	9	( 16,809)	(19,795)
Trade receivables, net		301,209	418,051
Other receivables		3,999	39,232
Impairment of other receivables	9	(540)	(329)
Other receivables, net		3,459	38,903
Total receivables	9	304,668	456,954

The Company records provisions when there is evidence of impairment of trade receivables, based on the following guidelines:

Provisioning Criteria for Receivables	Factor
Age of Receivable	
Over 180 days	100%
Receivables from agencies over 21 days	100%
Legal collections, checks issued with insufficient funds and other similar concepts	100%
High-risk customers, based on each case and market conditions	100%

During the period, the impairment provision for accounts receivable has reported the following movements:

<u> </u>	12.31.2012 <b>ThUS\$</b>	12.31.2011 <b>ThUS\$</b>
Beginning balance Increase (decrease) in impairment for the period Other variations *	20,124 1,425 ( 4,200)	19,349 775 -
Ending balance (Note 9)	17,349	20,124

Variations generated from spin-off of subsidiary Sudamericana, Agencias Aéreas y Marítimas S.A. (SAAM).



## (ii) Financial Assets

The Company has a policy for investing in financial assets (e.g. time deposits and repurchase agreements) and for carrying balances in current accounts at financial institutions with "investment grade" risk ratings.

The book value of these financial assets represents the maximum exposure to counterparty risk, detailed as follows:

	12.31.2012 <b>ThUS\$</b>	12.31.2011 <b>ThUS\$</b>
Cash and cash equivalents (Note 7) Other financial assets (Note 8)	212,000 99,075	173,016 158,447
Total	311,075	331,463

## (b) Liquidity Risk

Liquidity risk arises from the Company's exposure to factors that can severely affect its income generating capacity and, as a result, its working capital and liquidity. These factors can include:

(a) the negative global economic scenario in terms of demand growth, (b) oversupply of cargo transport capacity on containerships, (c) strong competition prevailing in the industry and (d) high fuel costs. (See section on Market Situation in Reasoned Analysis, which complements these financial statements).

Accordingly, CSAV has taken the measures necessary to ensure its short, medium and long-term financial stability. On February 15, 2012, CSAV successfully completed a capital increase of US\$1.2 billion that was approved by shareholders on October 5, 2011, thus enabling CSAV to spin off the vessel and cargo services business provided by SM-SAAM in late February. As of that date, SM-SAAM became a publicly-traded corporation independent from CSAV.

The funding obtained from this capital increase allowed the Company to pay its bridge credit facilities of US\$ 450 million secured during the second half of 2011.

In addition, the Company is carrying out a series of other measures to protect its liquidity, including:

- (i) reducing CSAV's exposure to shipping industry volatility, particularly for routes and services where the Company has fewer competitive advantages.
- (II) increasing the Company's efficiency by operating larger vessels along each of its routes and services through strategic alliances with industry leading companies. This new strategic definition has led the Company to increase its volume of joint operations from close to 30% in mid-2011 to nearly 100% as of year-end.

- (iii) increasing the proportion of its own fleet by reducing its operating capacity and with support from the vessel investment plan, financed in part with capital increases. This initiative enabled CSAV to expand the transportation capacity of its proprietary fleet from 8% as of year-end 2010 to 37% in December 2012.
- (iv) substantially improving the Company's organizational structure and implementing processes and information systems that improve visibility, increase the degree of responsibility and decentralize the structure, as well as the Company's decision-making capacity and ability to integrate with clients. This plan has resulted in the elimination of hierarchical levels, reductions in global administrative expenses and boosts to IT projects and important processes such as the contribution and pricing systems.
- (v) increasing its sources of liquidity using, if necessary, a committed line of credit, contracted in December 2012 for Ch\$76,396,800,000.
- (vi) not ruling out new capital contributions in the future to support current operations or growth. In the past, the Company financed its capital needs by generating revenue and issuing debt or shares. The inability to obtain or restrictions on obtaining this capital may limit the Company's chance of developing or expanding its current business and may eventually cause adverse material damage to its results and financial soundness.

As a reference of the Company's liquidity risk, the contractual maturities of its financial liabilities, including estimated interest payments, are detailed below:

December 31, 2012	Note	Book value	Contractual cash flows	6 months or less	6 – 12 months	1 – 2 years	2 – 5 years	More than 5 years
		ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$
Non-derivative financial liabilities								
Guaranteed bank loans	23	(589,345)	(741,925)	(39,713)	(38,769)	(76,430)	(224,241)	(362,772)
Bank instruments without guarantee	23	(348,023)	(557,108)	(11,761)	(11,656)	(22,999)	(66,492)	(444,200)
Trade and other payables and payables to related parties	10 & 24	(490,949)	(490,951)	(490,951)	-	-	-	-
Derivative financial liabilities								
Hedging liabilities	12	(520)	(520)	(511)	(9)	-	-	-
Total		(1,428,837)	(1,790,504)	(542,936)	(50,434)	(99,429)	(290,733)	(806,972)

The cash flows included in the maturity analysis are not expected to occur significantly before or after the maturity date.



December 31, 2011	Note	Book value	Contractual cash flows	6 months or less	6 – 12 months	1 – 2 years	2 – 5 years	More than 5 years
		ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$
Non-derivative financial liabilities								
Guaranteed bank loans	23	( 693,942)	(860,604)	( 138,296)	( 43,901)	( 99,609)	( 167,703)	(411,095)
Finance lease liabilities	23	( 7,790)	(7,736)	( 1,788)	( 1,730)	( 2,441)	( 1,777)	-
Bank instruments without guarantee	23	( 466,123)	( 767,949)	( 20,177)	( 23,494)	(41,421)	( 84,708)	( 598,149)
Trade and other payables and payables to related parties	10 & 24	( 967,187)	( 967,187)	( 941,825)	( 25,336)	-	-	( 26)
Other financial liabilities	23	(2)	(2)	(2)	-	-	-	-
Derivative financial assets								
	12	908						
Hedging assets	12	908	_	-	-	-	-	-
Derivative financial liabilities								
Hedging liabilities	12	( 903)	(903)	( 268)	-	(635)	-	-
Total		(2,135,039)	(2,604,381)	(1,102,356)	(94,461)	(144,106)	(254,188)	(1,009,270)

The cash flows included in the maturity analysis are not expected to occur significantly before or after the maturity date.

## (c) Market Risk

Market risk, as analyzed in this section, is the risk that the value of an asset or liability continuously fluctuates over time as the result of a change in key economic variables such as: (i) interest rates, (ii) exchange rates, and (iii) fuel prices.

The Company uses cash flow hedges to mitigate changes in these variables. Variations in these hedges, in accordance with IFRS accounting criteria, impact the consolidated statement of changes in net equity.

The details of the derivatives held by the Company, including their fair value, are presented in Note 12.

## Exposure to interest rate fluctuations

Interest rate fluctuations impact the Company's floating rate obligations. Given that a considerable portion of the Company's debt structure has floating interest rates (mainly LIBOR), the Company has benefitted in recent years from drops in these rates.

As of December 31, 2012 and December 31, 2011, the Group's net asset and liability position in interest-bearing financial instruments, by type of interest, is detailed as follows:

	12.31.2012 <b>ThUS\$</b>	12.31.2011 <b>ThUS\$</b>
Financial assets at fixed rates:		
Cash and cash equivalents	140,363	128,987
Other financial assets	91,428	137,742
Total financial assets at fixed rates	231,791	266,729
		<u> </u>
Financial assets at variable rates:		
Cash and cash equivalents	71,637	44,029
Other financial assets	7,647	20,705
Total financial assets at variable rates	79,284	64,734
Total financial assets	311,075	331,463
Financial liabilities at fixed rates:		
Other financial liabilities	-	(2)
Finance leases	-	(4,039)
Bank loans	(282,129)	(443,221)
Other	(65,894)	(65,244)
Total financial liabilities at fixed rates	(348,023)	(512,506)
Financial liabilities at variable rates:		
Finance leases	-	(3,751)
Bank loans	(589,345)	(651,600)
Other	(520)	(903)
Total financial liabilities at variable rates	( 589,865)	(656,254)
Total financial liabilities	(937,888)	(1,168,760)
Net fixed-rate position	(116,232)	( 245,777)
Net variable-rate position	(510,581)	(591,520)

The potential effect of interest rate fluctuations on variable-rate financial instruments (assets and liabilities) held by CSAV that are not hedged is shown in the following table. The variation considers an increase of 1% in the 6-month Libor rate, which is used mainly for variable-rate financial liabilities, and an increase of 1% in the overnight Libor rate, which is primarily used to invest cash surpluses. These variations are considered reasonably possible, based on market conditions and to the best of our knowledge and understanding:

Effect on Equity of 1% Increase in Six-Month and Overnight Libor	For the years ended December 31,			
	2012	2011		
	ThUS\$	ThUS\$		
Effect on equity				
Increase of 100 basis points in 6 month LIBOR and overnight LIBOR	(4.913)	(4.022)		



### (ii) Exchange rate fluctuations

The Company's functional currency is the US dollar, which is the currency in which most of its operating income and expenses are denominated as well as the currency used by most of the global shipping industry. The Company also has income and expenses in Chilean pesos, Brazilian real, and euros, among other currencies.

The Company's assets and liabilities are generally expressed in US dollars. However, the Company has assets and liabilities in other currencies, detailed in Note 34, Chilean and Foreign Currencies.

The Company reduces its risk from exchange rates variations by periodically converting balances in local currency that exceed payment requirements in that currency into dollars. When necessary, the Company has contracted derivatives to eliminate the identified exposure.

The Company has financial debt with the Japanese agency of American Family Life Assurance Company of Columbus (AFLAC) for JPY 24,000,000,000, equivalent to US\$201,850,294, net of exchange risk insurance (Note 8). The 30-year obligation, taken out in 2003, will be fully paid upon maturity in yen with interest being paid in US dollars on a semi-annual basis, calculated on the initial fixed amount in US dollars. The loan can be paid in advance, either fully or in part, starting in the fifteenth year, at each date on which interest payments are due.

The Company holds exchange risk insurance to cover fluctuations in the exchange rate between the yen and the dollar, during the term of the loan described in the preceding paragraph (Note 8).

The following table shows the maximum exposure to fluctuations in foreign currency of the Company's non-U.S. dollar-denominated financial assets and liabilities as of December 31, 2012 and December 31, 2011 (see Note 12 Hedge Assets and Liabilities):

As of December 31, 2012	Euro	Real	Peso/UF	Other	Total
	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$
Cash and cash equivalents	19,744	8,812	6,078	21,374	56,008
Other financial assets (current and non-current)	178	409	246	228	1,061
Trade and other receivables (current and non-current)	28,787	10,770	8,597	18,709	66,863
Bank instruments without guarantee	-	-	(65,894)	-	(65,894)
Trade payables and other non-financial liabilities (current and non-current)	(43,396)	( 28,648)	( 19,883)	( 66,934)	( 158,861)
Net exposure as of December 31, 2012	5,313	( 8,657)	( 70,856)	( 26,623)	( 100,823)

As of December 31, 2011	Euro ThUS\$	Real ThUS\$	Peso/UF ThUS\$	Other ThUS\$	Total ThUS\$
Cash and cash equivalents	10,277	6,979	8,171	23,325	48,752
Other financial assets (current and non-current)	21	448	128	559	1,156
Trade and other receivables (current and non-current)	23,801	20,119	48,052	29,381	121,353
Guaranteed bank loans (current and non-current)	-	(533)	(1,104)	(1,040)	( 2,677)
Finance lease liabilities	-	-	-	(713)	(713)
Bank instruments without guarantee	-	-	(65,244)	-	(65,244)
Trade payables and other non-financial liabilities (current and non-current)	( 47,286)	( 37,249)	(40,987)	(76,001)	( 201,523)
Net exposure as of December 31, 2011	( 13,187)	( 10,236)	( 50,984)	( 24,489)	( 98,896)

The potential effect of a 10% depreciation in the US dollar with respect to other important currencies to which the Company is exposed would result in a greater charge of US\$ 7.4 million on the Company's results for the year 2012, keeping all other variables constant.

#### (iii) Changes in fuel prices

A portion of the Company's operating expenses corresponds to the consumption of fuel (referred to as "bunker"). The Company primarily consumes IFO 180, IFO 380, IFO 500 and MDO/MGO as fuel for the vessels it operates. The Company's diverse business lines purchase fuel through a centralized tender process with duly authorized counterparties based on a strict protocol.

This risk of variations in the price of fuel is reduced substantially by transferring variations to customers through a "bunker adjustment factor" ("BAF") surcharge, which is applied by most cargo transport carriers. However, beginning in late 2010 and due to significant industry-wide deterioration, this surcharge has not been fully transferred to customers, thus preventing the Company from mitigating the risk of fuel costs. This phenomenon has occurred throughout the container transport industry.

In some transport contracts, the customer is charged a fixed rate for a certain amount of time. In such cases, the Company enters into fuel derivatives adjusted to the term of the corresponding contract, thus achieving the desired match between total contract duration and the fuel hedge for that transaction.

For example, an increase in fuel prices of US\$10 per metric ton would have had a negative impact of around US\$ 10.6 million on the Company's results for the year 2012, based on fuel volumes consumed during that period and maintaining all other variables constant. The Company cannot pass on such an increase in the cost of fuel to its customers



# **Note 6 Segment Reporting**

## Segmentation Criteria

In accordance with the definitions established in IFRS 8 "Operating Segments," the CSAV Group segments its business according to the type of services provided and, accordingly, has defined one sole segment: maritime cargo transport.

Until December 31, 2011, the Company had identified the following reporting segments:

- (a) Maritime cargo transport
- (b) Maritime vessel and cargo services (discontinued)

	Maritime Cargo Transport  For the years ended December 31,		Maritime Vessel and Cargo Services (discontinued)  For the years ended December 31,		For the years ended December 31,	
	2012	2011	2012 2011		2012	2011
	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$
Operating revenues	3,431,782	4,803,199	-	361,255	3,431,782	5,164,454
Cost of sales	(3,388,411)	(5,621,272)	-	( 268,412)	(3,388,411)	(5,889,684)
Gross margin	43,371	(818,073)	-	92,843	43,371	( 725,230)
Other income by function	4,607	823	-	2,588	4,607	3,411
Administrative expenses	( 245,844)	( 270,557)	-	( 44,073)	( 245,844)	(314,630)
Other miscellaneous expenses by function	( 2,577)	( 1,769)	-	( 2,368)	( 2,577)	(4,137)
Other gains (losses)	9,147	(8,865)	-	(619)	9,147	( 9,484)
Profit (loss) from operating activities	( 191,296)	(1,098,441)	-	48,371	( 191,296)	( 1,050,070)
Finance income	1,761	2,659	_	7,575	1,761	10,234
Finance expenses	(44,078)	(38,833)	-	( 9,537)	( 44,078)	(48,370)
Share in profits of associates	5,029	14,025	-	25,653	5,029	39,678
Exchange differences	(10,471)	10,967	-	(3,149)	(10,471)	7,818
Gain (loss) from indexation	( 1,662)	167		(4)	(1,662)	163
Profit (loss) before taxes	( 240,717)	(1,109,456)	-	68,909	( 240,717)	(1,040,547)
Income tax expense	57,430	95,149		( 14,126)	57,430	81,023
Profit (loss) from continuing operations	( 183,287)	(1,014,307)	-	54,783	( 183,287)	( 959,524)
Profit (loss) from discontinued operations	(126,181)	( 279,959)	_	-	( 126,181)	( 279,959)
Profit (loss) for the period	( 309,468)	(1,294,266)		54,783	( 309,468)	(1,239,483)
					4,143	10,292
Profit (loss) attributable to non-controlling interest	4,143	6,770	-	3,522	4,143	10,292
Profit (loss) attributable to owners of parent	(313,611)	(1,301,036)		51,261	(313,611)	(1,249,775)

Figures without eliminating the maritime vessel and cargo services segment are presented in Note 15.

Assets and liabilities by segment as of December 31 of each year are summarized as follows:

	Maritime Car	go Transport		Vessel and Services	To	otal
	2012 ThUS\$	2011 ThUS\$	2012 ThUS\$	2011 ThUS\$	2012 ThUS\$	2011 ThUS\$
Assets per segment	2,470,916	2,307,626	_	711,634	2,470,916	3,019,260
Proceeds from associates	11,734	14,019	=	146,230	11,734	160,249
Liabilities per segment	1,617,131	2,296,409	-	278,805	1,617,131	2,575,214

Income by geographic region is summarized as follows:

	Maritime Care	go Transport	Maritime Vessel and Cargo Services (discontinued)		Total	
	For the year Decem		For the years ended December 31,			
	2012	2011	2012	2011	2012	2011
	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$
Asia	1,438,888	2,422,813	_	-	1,438,888	2,422,813
Europe	424,738	482,055	-	-	424,738	482,055
Americas	1,522,151	1,762,620	-	361,255	1,522,151	2,123,875
Africa	46,005	135,711	-	-	46,005	135,711
	3,431,782	4,803,199	-	361,255	3,431,782	5,164,454

The main services of the maritime cargo transport segment are primarily related to the transport of cargo in containers and, to a lesser extent, the transport of bulk products and automobiles,

The main services of the maritime vessel and cargo services segment include port services such as loading and discharging, operation of terminals under concession, tugboat services, warehouse services, and container repairs, among others,

The Company does not have any customers that are significant on an individual basis,

The Company used the following criteria to measure net income, assets and liabilities within each reporting segment:

Net income for each segment is composed of revenue and expenses related to operations that are directly attributable to each segment, measured as follows: a) for the maritime cargo transport segment, revenue and cost of sales are measured based on degree of completion (Note 3,17); b) for the maritime vessel and cargo services segment, revenue and expenses are measured on an accrual basis, There are no results that cannot be categorized into one of these segments,

The assets and liabilities reported for each operating segment consist of those assets and liabilities that directly partake in services or operations directly attributable to each segment, There are no assets or liabilities that cannot be categorized into one of these segments,

Transactions between segments are not material and have been eliminated in segment reporting,



# Note 7 Cash and Cash Equivalents

Cash and cash equivalents are detailed in the following table:

	As of December 31, <b>2012</b>	As of December 31, <b>2011</b>
	ThUS\$	ThUS\$
Cash on hand	304	739
Bank balances	140,225	123,181
Time deposits	70,095	44,030
Repurchase and sellback agreements	1,376	5,066
Total	212,000	173,016

are not freely available, totaling ThUS\$ 32,700, This amount is reserved to guarantee principal and interest payments on the vessel financing agreements that the Company has with HSH Nordbank, BNP Paribas and DVB Bank America NY,

Cash and cash equivalents during 2012 and 2011, detailed by currency, are as follows:

	As of December 31, <b>2012</b>	As of December 31, <b>2011</b>
Currency	ThUS\$	ThUS\$
US dollar	155,992	124,264
Chilean peso	6,078	8,171
Euro	19,744	10,277
Pound sterling	2,544	1,413
Real	8,812	6,979
Yuan	1,742	890
Hong Kong dollar	538	459
Mexican peso	203	1,990
Yen	181	234
Other currencies	16,166	18,339
Total	212,000	173,016

### **Note 8 Other Financial Assets**

Other financial assets are detailed as follows:

	Cur	rent	Non-c	current
	12.31.2012	12.31.2011	12.31.2012	12.31.2011
	ThUS\$	ThUS\$	ThUS\$	ThUS\$
Funds held in trust with third parties (b)	-	-	-	19,773
Options contracts	=	6	=	=
Exchange rate insurance (a)	=	=	76,928	109,757
Hedging derivative contracts (Note 12)	-	908	-	-
Collateral guarantees (c)	14,425	17,404	-	-
Other financial instruments	75	1,737	7,647	8,862
Total other financial assets	14,500	20,055	84,575	138,392

Changes in the fair value of the assets classified in this category are recorded under "other gains/losses" in the statement of comprehensive income.

Explanatory notes for the table above:

(a) This entry includes an insurance policy contracted by the Company that covers a broad range of foreign currency fluctuations for a period of approximately 30 years. The underlying liability is JPY 24,000,000,000, a loan subscribed with American Family Life Assurance Company of Columbus (AFLAC) payable in one installment in 2033.

The following table details the valuation of this loan agreement:

Valuation of Yen/USD Exchange Risk Insurance	As of December 31, 2012 <b>ThUS\$</b>	As of December 31, 2011 <b>ThUS\$</b>
	111033	111033
Dollar equivalent	278,778	311,607
Dollars according to contract	( 201,850)	( 201,850)
Value of insurance	76,928	109,757

- (b) As of December 31, 2012, no amount is presented within funds held in trusts with third parties since this concept corresponds to funds in investment trusts held by the subsidiary Sudamericana Agencias Aéreas y Marítimas S.A. that have been consolidated in these financial statements until December 2011.
- (c) Collateral guarantees correspond to non-cash deposits to guarantee fluctuations in the market value of the insurance indicated in letter a), as well as fuel hedge derivatives.



### **Note 9 Trade and Other Receivables**

Trade and other receivables are detailed in the following table:

	Cur	rent	Non-c	urrent
	12.31.2012	12.31.2011	12.31.2012	12.31.2011
	ThUS\$	ThUS\$	ThUS\$	ThUS\$
Trade receivables	318,018	437,846	_	-
Impairment of trade receivables	( 16,809)	( 19,795)		_
Trade receivables, net	301,209	418,051		_
Other receivables	3,545	11,899	454	27,333
Impairment of other receivables	( 175)	( 273)	( 365)	( 56)
Other receivables, net	3,370	11,626	89	27,277
Total receivables	304,579	429,677	89	27,277

Trade receivables are derived from operations generated by providing services related to the maritime business and other similar receivables.

Most current trade receivables are due within three months after the reporting date.

Other receivables primarily include prepayments to suppliers and agents, receivables from personnel, recoverable expenses, and receivables from ship owners, among others.

The balance of long-term receivables primarily includes long-term loans to entities outside of Chile with different interest rates and with no defined payment term.

The fair value of trade and other receivables does not differ significantly from their book value.

The CSAV Group records provisions when there is evidence of impairment of trade receivables, based on the criteria described in Note 3.11 and the following guidelines:

Age of Receivable	Factor	
Over 180 days	100%	
Receivables from agencies over 21 days	100%	
Legal collections, checks issued with insufficient funds and other similar concepts	100%	
High-risk customers, based on each case and market conditions	100%	

Trade and other receivables are detailed by maturity in the following table:

		12.31.2012		12.31.2011
	No. of Clients	ThUS\$	No. of Clients	ThUS\$
Current	12,302	216,396	15,414	332,255
1 - 30 days past due	5,469	69,991	6,058	66,298
31 - 61 days past due	1,341	10,300	1,611	13,231
61 - 90 days past due	721	2,955	996	5,638
91 - 120 days past due	625	2,346	920	4,116
121 - 150 days past due	490	1,099	1,049	5,213
151 - 180 days past due	1,091	1,492	869	2,926
Ending balance		304,579		429,677

Changes in impairment losses from accounts receivable are detailed as follows:

	12.31.2012	12.31.2011
	ThUS\$	ThUS\$
Beginning balance	20,124	19,349
(Reversal) increase of impairment provision	1,425	775
Other variations *	(4,200)	-
Ending balance	17,349	20,124

<sup>\*</sup>Variations from spin-off of Sudamericana, Agencias Aéreas y Marítimas S.A.

Once the legal collections process has been exhausted, the assets are written off against the provision that was recorded. The CSAV Group only uses the allowance method and not the direct write-off method in order to better control these accounts.

### **Note 10 Balances and Transactions with Related Parties**

The net balance of accounts receivable from and payable to non-consolidated related entities is detailed in the following table:

	As of December 31, 2012		As of Decer	mber 31, 2011
	Current	Non-current	Current	Non-current
	ThUS\$	ThUS\$	ThUS\$	ThUS\$
Receivables from related parties	3,501	-	10,587	-
Payables to related parties	( 22,805)	-	( 368,383)	(26)
Total	( 19,304)	-	( 357,796)	( 26)



Current balances with related companies are related to business operations and are carried out at market conditions, with respect to price and payment conditions.

#### Accounts receivable

Receivables from Dry Bulk Handy Holding Inc. corresponds to remittances for working capital.

As of December 31, 2011, there was a receivable for ThUS\$ 3,500 that corresponds to dividends receivable from Trabajos Maritimos S.A., an affiliate of the subsidiary Sudamericana, Agencias Aéreas y Marítimas S.A.

### Accounts payable

In 2012, the Company paid the following accounts payable: ThUS\$ 250,000 (principal) and ThUS\$ 100,000 for the loan agreements entered into in 2011 with Quiñenco S.A. and Marítima de Inversiones S.A., respectively.

The average interest rate on the loan is 3.5% (Libor + 3%). They have been guaranteed with 35% and 14%, respectively, of the shares that the Company has in the subsidiary Sudamericana, Agencias Aéreas y Marítimas S.A.

Receivables from related parties are summarized as follows:

Taxpayer ID	Country	Company	Transaction	Relationship	Currency	12.31.2012 ThUS\$	12.31.2011 ThUS\$
96.566.940-K	Chile	Agencias Universales S.A.	Services	Common shareholder and/or dir	USD	-	58
99.511.240-K	Chile	Antofagasta Terminal Internacional S.A.	Dividend	Common shareholder and/or dir	USD	-	800
90.596.000-8	Chile	Cía. Chilena de Navegación Interoceánica S.A.	Services	Common shareholder and/or dir	USD	-	595
86.712.100-5	Chile	Cosem S.A.	Services	Common shareholder and/or dir	USD	11	-
90.331.000-6	Chile	Cristalerías de Chile S.A.	Services	Common shareholder and/or dir	USD	-	519
76.344.250-0	Chile	Distribuidora Santa Rita Ltda.	Services	Common shareholder and/or dir	USD	33	40
Foreign	Monaco	Dry Bulk Handy Holding Inc.	Current account	Associate	USD	3,369	3,305
Foreign	Colombia	Equimac S.A.	Current account	Common shareholder and/or dir	USD	-	2
76.140.270-6	Chile	Inmobiliaria Carriel Ltda.	Services	Common shareholder and/or dir	USD	-	102
76.140.270-6	Chile	Inmobiliaria Carriel Ltda.	Other	Common shareholder and/or dir	USD	-	47
Foreign	Mexico	Jalipa Contenedores S.R.L. De C.V.	Services	Common shareholder and/or dir	USD	-	11
Foreign	Mexico	Jalipa Contenedores S.R.L. De C.V.	Other	Common shareholder and/or dir	USD	-	35
76.028.651-6	Chile	Lng Tugs Chile S.A.	Current account	Common shareholder and/or dir	USD	-	75
94.660.000-8	Chile	Marítima de Inversiones S.A.	Services	Common shareholder and/or dir	USD	1	-
Foreign	Germany	Peter Dohle (IOM) Ltd.	Services	Common shareholder and/or dir	USD	80	113
Foreign	Germany	Peter Dohle Schiffharts – KG	Services	Common shareholder and/or dir	USD	-	36
96.610.780-4	Chile	Portuaria Corral S.A.	Current account	Common shareholder and/or dir	USD	-	40
96.610.780-4	Chile	Puerto Panul S.A.	Current account	Common shareholder and/or dir	USD	-	1
96.610.780-4	Chile	Puerto Panul S.A.	Dividend	Common shareholder and/or dir	USD	-	99
90.556.920-0	Chile	Sepsa S.A.	Services	Common shareholder and/or dir	USD	6	=
94.058.000-5	Chile	Servicios Aeroportuarios Aerosán S.A.	Current account	Common shareholder and/or dir	USD	-	2
96.721.040-4	Chile	Servicios Marítimos Patillos S.A.	Dividend	Common shareholder and/or dir	USD	-	662
86.547.900-K	Chile	Sociedad Anónima Viña Santa Rita	Other	Common shareholder and/or dir	USD	-	203
99.567.620-6	Chile	Terminal Puerto Arica S.A.	Dividend	Common shareholder and/or dir	USD	-	241
Foreign	Peru	Trabajos Marítimos S.A.	Dividend	Common shareholder and/or dir	USD	-	3,500
96.657.210-8	Chile	Transportes Fluviales Corral S.A.	Current account	Common shareholder and/or dir	USD	-	98
Foreign	Hong Kong	Walem Shipmanagement Ltd.	Services	Common shareholder and/or dir	USD	1	-
92.236.000-6	Chile	Watt's S.A.	Services	Common shareholder and/or dir	USD	-	3
TOTAL						3,501	10,587

# Payables to related parties are summarized as follows:

Taxpayer ID	Country	Company	Transaction	Relationship	Currency	12.31.2012 ThUS\$	12.31.2011 ThUS\$
99.511.240-K	Chile	Antofagasta Terminal Internacional S.A.	Services	Common shareholder and/or dir	USD	2,390	3,621
99.511.240-K	Chile	Antofagasta Terminal Internacional S.A.	Current account	Common shareholder and/or dir	USD	-	125
99.520.000-7	Chile	Compañía de Petróleos de Chile Copec S.A.	Current account	Common shareholder and/or dir	USD	-	289
Foreign	Peru	Consorcio Naviero Peruano S.A.	Services	Associate	USD	880	2,457
Foreign	Peru	Consorcio Naviero Peruano S.A.	Current account	Associate	USD	19	14
Foreign	Peru	Consorcio Naviero Peruano S.A.	Other	Associate	USD	-	1
Foreign	Ecuador	Ecuaestibas S.A.	Services	Common shareholder and/or dir	USD	223	-
Foreign	Ecuador	Ecuaestibas S.A.	Current account	Common shareholder and/or dir	USD	142	-
95.134.000-6	Chile	Empresas Navieras S.A.	Dividend	Common shareholder and/or dir	USD	-	275
Foreign	United States	Florida International Terminal, LLC	Services	Common shareholder and/or dir	USD	1,412	-
Foreign	United States	Florida International Terminal, LLC	Current account	Common shareholder and/or dir	USD	16	-
Foreign	Ecuador	Inarpi S.A.	Services	Common shareholder and/or dir	USD	439	-
Foreign	Ecuador	Inarpi S.A.	Current account	Common shareholder and/or dir	USD	61	-
96.915.330-0	Chile	Iquique Terminal Internacional S.A.	Services	Common shareholder and/or dir	USD	790	-
94.660.000-8	Chile	Marítima de Inversiones S.A.	Loan	Common shareholder and/or dir	USD	-	101,024
99.506.030-2	Chile	Muellaje del Maipo S.A.	Services	Common shareholder and/or dir	USD	-	11
Foreign	Germany	Peter Dohle Schiffharts – KG	Services	Common shareholder and/or dir	USD	1,296	-
91.705.000-7	Chile	Quiñenco S.A.	Loan	Majority shareholder	USD	-	251,993
Foreign	Brazil	SAAM Do Brasil Ltda.	Services	Common shareholder and/or dir	USD	1,755	-
Foreign	Brazil	SAAM Do Brasil Ltda.	Current account	Common shareholder and/or dir	USD	346	-
Foreign	Brazil	SAAM Do Brasil Ltda.	Other	Common shareholder and/or dir	USD	5	-
96.798.520-1	Chile	Saam Extraportuarios S.A.	Services	Common shareholder and/or dir	USD	21	-
96.908.970-K	Chile	San Antonio Terminal Internacional S.A.	Services	Common shareholder and/or dir	USD	3,152	3,441
96.908.970-K	Chile	San Antonio Terminal Internacional S.A.	Current account	Common shareholder and/or dir	USD	-	477
96.908.930-0	Chile	San Vicente Terminal Internacional S.A.	Services	Common shareholder and/or dir	USD	1,641	1,740
96.908.930-0	Chile	San Vicente Terminal Internacional S.A.	Current account	Common shareholder and/or dir	USD	-	65
96.908.930-0	Chile	San Vicente Terminal Internacional S.A.	Other	Common shareholder and/or dir	USD	-	20
96.721.040-4	Chile	Servicios Marítimos Patillos S.A.	Services	Common shareholder and/or dir	USD	-	283
78.353.000-7	Chile	Servicios Portuarios Reloncaví Ltda.	Current account	Common shareholder and/or dir	USD	-	174
92.048.000-4	Chile	Sudamericana, Agemcias Aéreas y Marítimas SA.	Services	Common shareholder and/or dir	USD	5,060	-
92.048.000-4	Chile	Sudamericana, Agemcias Aéreas y Marítimas SA.	Current account	Common shareholder and/or dir	USD	346	-
99.567.620-6	Chile	Terminal Puerto Arica S.A.	Services	Common shareholder and/or dir	USD	132	86
99.567.620-6	Chile	Terminal Puerto Arica S.A.	Current account	Common shareholder and/or dir	USD	-	120
Foreign	Peru	Trabajos Marítimos S.A.	Services	Common shareholder and/or dir	USD	2,235	2,048
Foreign	Peru	Trabajos Marítimos S.A.	Current account	Common shareholder and/or dir	USD	22	67
82.074.900-6	Chile	Transbordadora Austral Broom S.A.	Services	Common shareholder and/or dir	USD	13	15
82.074.900-6	Chile	Transbordadora Austral Broom S.A.	Current account	Common shareholder and/or dir	USD	-	37
Foreign	Brazil	Tug Brasil Apoio Marítimo Portuario S.A.	Current account	Common shareholder and/or dir	USD	24	-
Foreign	Brazil	Tug Brasil Apoio Marítimo Portuario S.A.	Other	Common shareholder and/or dir	USD	385	-
TOTAL	-					22,805	368,383



The Company has no non-current receivables from related companies.

Non-current payables from related parties are summarized as follows:

Taxpayer ID	Country	Company	Transaction	Relationship	Currency	12.31.2012 ThUS\$	12.31.2011 ThUS\$
96.908.970-K	Chile	San Antonio Terminal Internacional S.A.	Other	Associate	USD	-	23
96.908.930-0	Chile	San Vicente Terminal Internacional S.A.	Other	Associate	USD	-	3
TOTAL						-	26

Transactions with related parties are detailed as follows:

					For the ye Decem	
Company	Taxpayer ID	Country	Relationship	Transaction	12.31.2012 ThUS\$	12.31.2011 ThUS\$
Antofagasta Terminal Internacional S.A.	99511240-K	Chile	Common shareholder and/or dir	Maritime transport services	-	8
Antofagasta Terminal Internacional S.A.	99511240-K	Chile	Common shareholder and/or dir	Port services received	( 7,792)	( 9,266)
Cerámicas Cordillera S.A.	96573780-4	Chile	Common shareholder and/or dir	Maritime transport services	-	138
Cervecera Chile CCU Ltda.	96989120-4	Chile	Common shareholder and/or dir	Maritime transport services	154	241
Compañía Electrometalúrgica S.A.	90320000-6	Chile	Common shareholder and/or dir	Maritime transport services	1,830	712
Compañía Pisquera de Chile S.A.	99586280-8	Chile	Common shareholder and/or dir	Maritime transport services	3	6
Consorcio Naviero Peruano S.A.	Foreign	Peru	Associate	Maritime transport services	296	170
Consorcio Naviero Peruano S.A.	Foreign	Peru	Associate	Agencying services received	( 9,929)	( 14,038)
Cristalerías de Chile S.A.	90331000-6	Chile	Common shareholder and/or dir	Maritime transport services	243	526
Cristalerías de Chile S.A.	90331000-6	Chile	Common shareholder and/or dir	Parking rental	(21)	( 164)
Distribuidora Santa Rita Ltda	76344250-0	Chile	Common shareholder and/or dir	Maritime transport services	207	252
Ediciones Financieras S.A.	96539380-3	Chile	Common shareholder and/or dir	Advertising services	(31)	(42)
Embotelladoras Chilenas Unidas S.A.	99501760-1	Chile	Common shareholder and/or dir	Purchase of products	(4)	-
Empresa Nacional de Energia Enex S.A.	90266000-3	Chile	Common shareholder and/or dir	Maritime transport services	262	218
Etersol S.A.	86474100-2	Chile	Common shareholder and/or dir	Maritime transport services	152	169
Falabella Retail S.A.	77261280-K	Chile	Common shareholder and/or dir	Maritime transport services	4,623	3,033
Indalum S.A.	91524000-3	Chile	Common shareholder and/or dir	Maritime transport services	13	4
Ingenieria y Construccion Sigdo Koppers S.A.	91915000-9	Chile	Common shareholder and/or dir	Maritime transport services	3	-
Madeco Mills S.A.	76009053-0	Chile	Common shareholder and/or dir	Maritime transport services	6	8
Marítima de Inversiones S.A.	94660000-8	Chile	Common shareholder and/or dir	Administrative services provided	92	111
Marítima de Inversiones S.A.	94660000-8	Chile	Common shareholder and/or dir	Loans received	-	119,975
Marítima de Inversiones S.A.	94660000-8	Chile	Common shareholder and/or dir	Loans paid	(100,000)	( 9,975)
Marítima de Inversiones S.A.	94660000-8	Chile	Common shareholder and/or dir	Interest paid	( 1,024)	(59)
Marítima de Inversiones S.A.	94660000-8	Chile	Common shareholder and/or dir	Dividends payable	-	12,593
Marítima de Inversiones S.A.	94660000-8	Chile	Common shareholder and/or dir	Dividends paid	-	(12,593)
Minera el Tesoro	78896610-5	Chile	Common shareholder and/or dir	Maritime transport services	2,960	3,012
Minera los Pelambres	96790240-3	Chile	Common shareholder and/or dir	Maritime transport services	398	6,338

# Transactions with related parties are detailed as follows:

					For the ye	ars ended
Company	Taxpayer ID	Country	Relationship	Transaction	12.31.2012 ThUS\$	12.31.2011 ThUS\$
Orizon S.A.	96929960-7	Chile	Common shareholder and/or dir	Maritime transport services	37	19
Quimetal Industrial S.A.	87001500-3	Chile	Common shareholder and/or dir	Maritime transport services	165	477
Quiñenco S.A.	91705000-7	Chile	Majority shareholder	Loans received	-	269,975
Quiñenco S.A.	91705000-7	Chile	Majority shareholder	Loans paid	(250,000)	( 9,975)
Quiñenco S.A.	91705000-7	Chile	Majority shareholder	Interest paid	(1,993)	(59)
S.A.C.I. Falabella	90749000-9	Chile	Common shareholder and/or dir	Services provided	203	558
San Antonio Terminal Internacional S.A.	96908970-K	Chile	Common shareholder and/or dir	Port services provided	8	22
San Antonio Terminal Internacional S.A.	96908970-K	Chile	Common shareholder and/or dir	Port services received	(15,591)	(21,123)
San Vicente Terminal Internacional S.A.	96908930-0	Chile	Common shareholder and/or dir	Port services provided	9	9
San Vicente Terminal Internacional S.A.	96908930-0	Chile	Common shareholder and/or dir	Port services received	(7,752)	(7,617)
Sigdopack S.A.	96777170-8	Chile	Common shareholder and/or dir	Maritime services provided	80	181
Sociedad Quimica Minera Chile S.A.	93007000-9	Chile	Common shareholder and/or dir	Services provided	95	71
Sudamericana Agencias Aereas y Maritimas S.A.	92048000-4	Chile	Common shareholder and/or dir	Services provided	5,584	7,555
Sudamericana Agencias Aereas y Maritimas S.A.	92048000-4	Chile	Common shareholder and/or dir	Services received	(21,754)	( 25,637)
Sudamericana Agencias Aereas y Maritimas S.A.	92048000-4	Chile	Common shareholder and/or dir	Loans paid	(17,500)	-
Sudamericana Agencias Aereas y Maritimas S.A.	92048000-4	Chile	Common shareholder and/or dir	Interest paid	(223)	-
Terminal Portuario de Arica S.A.	99567620-6	Chile	Common shareholder and/or dir	Port services received	(429)	(993)
Trabajos Marítimos S.A.	Foreign	Peru	Common shareholder and/or dir	Services provided	18	462
Trabajos Marítimos S.A.	Foreign	Peru	Common shareholder and/or dir	Agencying services	( 9,327)	(8,502)
Transbordadora Austral Broom S.A.	82074900-6	Chile	Common shareholder and/or dir	Port services received	(106)	(98)
Viña Carmen S.A.	87941700-7	Chile	Common shareholder and/or dir	Services provided	1	-
Viña San Pedro de Tarapaca S.A.	91041000-8	Chile	Common shareholder and/or dir	Services received	(10)	-
Viña San Pedro de Tarapaca S.A.	91041000-8	Chile	Common shareholder and/or dir	Services provided	70	-
Viña Santa Carolina S.A.	90929000-7	Chile	Common shareholder and/or dir	Services provided	6	-
Vinilit S.A.	87006000-9	Chile	Common shareholder and/or dir	Maritime services provided	13	17
Watt's S.A.	92236000-6	Chile	Common shareholder and/or dir	Maritime services provided	84	276

Compensation of Board of Directors and Key Personnel

# A. Compensation of Key Personnel

Key personnel include executives who define the CSAV Group's strategic policies and have a direct impact on business results. This group includes the Chief Executive Officer of CSAV and the following managers:

Name	Position
Oscar Hasbún Martínez	Chief Executive Officer
Héctor Arancibia Sánchez	Chief Engineering Officer (Shipbuilding)
Enrique Arteaga Correa	East Coast South America Route Manager
Gonzalo Baeza Solsona	West Coast South America Route Manager
Claudio Barroilhet Acevedo	Legal Manager
Santiago Bielenberg Vásquez	Special Services Manager
Nicolás Burr García de la Huerta	Chief Financial Officer
Mauricio Carrasco Medina	Development Manager
Arturo Castro Miranda	Area Sales Manager
Gabriel Escobar Pablo	Controller
Rafael Ferrada Moreira	Development and Strategic Planning Manager
Andres Kulka Kupermann	Marketing and Sales Manager
Alejandro Pattillo Moreira	Route Planning Manager
José Miguel Respaldiza Chicharro	Cargo Services Manager
Hans Christian Seydewitz Munizaga	Operations and Development Manager
Vivien Swett Brown	Investor Relations
Fernando Valenzuela Diez	IT Manager
Juan Carlos Valenzuela Aquirre	Human Resources Manager



Compensation of the parent company's key management personnel amounts to ThUS\$ 5,589 for the period ended December 31, 2012 (ThUS\$ 7,742 for the period ended December 31, 2011).

For the years ended December 31,

	2012 ThUS\$	2011 ThUS\$
Short-term employee benefits	5,426	7,507
Other benefits	163	235
Total	5,589	7,742

- Guarantees Granted by the Company in Favor of Key Management Personnel

The Company has not granted any guarantees in favor of key management personnel.

- Share-Based Payment Plans

The Company does not have any compensation plans for key management personnel based on share price.

B. Director Compensation

**Profit Sharing** 

#### 2012

During 2012, no compensation in the form of profit sharing was given due to the losses incurred during 2011.

#### 2011

The amounts paid to Directors from 2010 net income are summarized as follows: ThUS\$567.84 to Mr. Jaime Claro V.; ThUS\$283.92 to Mr. Luis Alvarez M.; ThUS\$91.79 to Mr. Juan Andrés Camus C.; ThUS\$283.92 to Mr. Canio Corbo L.; ThUS\$283.92 to Mr. Baltazar Sánchez G.; ThUS\$283.92 to Mr. Patricio Valdés P.; ThUS\$283.92 to Mr. Arturo Claro F.; ThUS\$283.92 to Mr. Joaquín Barros F.; ThUS\$283.92 to Mr. Patricio García D.; ThUS\$283.92 to Mr. Víctor Pino T.; ThUS\$283.92 to Mr. Christoph Schiess S. and ThUS\$192.13 to Mr. Andrew Robinson B.

Meeting attendance allowance

#### 2012

ThUS\$13.73 to Mr. Luis Alvarez M.; ThUS\$60.57 to Mr. Canio Corbo L.; ThUS\$9.14 to Mr. Baltazar Sánchez G.; ThUS\$56.01 to Mr. Arturo Claro F.; ThUS\$32.72 to Mr. José De Gregorio; ThUS\$56.01 to Mr. Juan Antonio Alvarez; ThUS\$32.85 Juan Francisco Gutiérrez I.; ThUS\$51.43 to Mr. Christoph Schiess S.; ThUS\$83.99 to Mr. Guillermo Luksic C.; ThUS\$51.43 to Mr. Francisco Pérez Mackenna; ThUS\$60.39 to Mr. Víctor Toledo S.; ThUS\$37.67 to Mr. Hernán Buchi B.; and ThUS\$55.57 to Mr. Gonzalo Menéndez D.

#### 2011

ThUS\$0.7 to Mr. Jaime Claro V.; ThUS\$1.43 to Mr. Luis Alvarez M.; ThUS\$1.43 to Mr. Canio Corbo L.; ThUS\$1.79 to Mr. Baltazar Sánchez G.; ThUS\$1.79 to Mr. Patricio Valdés P.; ThUS\$1.79 to Mr. Arturo Claro F.; ThUS\$1.43 to Mr. Joaquín Barros F.; ThUS\$1.79 to Mr. Patricio García D.; ThUS\$1.43 to Mr. Víctor Pino T.; ThUS\$1.79 to Mr. Christoph Schiess S.; ThUS\$0.35 to Mr. Andrew Robinson B. and ThUS\$1.13 to Mr. Domingo Cruzat A.

#### Committee attendance allowance

#### 2012

The following amounts were paid to each director: Gonzalo Menéndez D. ThUS\$ 13.97; Canio Corbo L. ThUS\$15.56 and Víctor Toledo S. ThUS\$ 15.53.

#### 2011

The following amounts were paid to each director: Luis Alvarez M. ThUS\$ 0.71; Canio Corbo L. ThUS\$ 7.03; Patricio Valdés P. ThUS\$ 1.07 and Víctor Toledo S. ThUS\$ 2.26.

### **Note 11 Inventory**

	As of December 31, 2012	As of December 31, 2011
	ThUS\$	ThUS\$
Fuel	77,530	119,396
Lubricant	2,975	2,501
Spare parts	38	4,755
Consummables	-	1,080
Other inventory	1,952	2,090
Total	82,495	129,822

The entries included under fuel correspond to fuel found on vessels (as of December 31, 2011, it also included fuel found on tugboats belonging to SAAM S.A.) in operation that will be consumed in the normal course of services provided. These entries are valued in accordance with Note 3.12.

## **Note 12 Hedge Assets and Liabilities**

Hedging assets and liabilities are summarized as follows:

	As of Decer	mber 31, 2012	As of December 31, 20	
	Assets ThUS\$	Liabilities ThUS\$	Assets ThUS\$	Liabilities ThUS\$
Current				
Fuel swaps (a)	-	520	908	-
Interest rate swaps (b)	-	-	-	250
Total current	-	520	908	250
Non-current				
Interest rate swaps (b)	=	-		653
Total non-current	-	-	-	653
Total	_	520	908	903



Explanatory notes for the table above:

# a) Fuel price hedging contracts.

As of December 31, 2012 and 2011, the Company holds the following fuel price hedge contracts:

		_	As of December 31, 2012			As of December 31, 2011		
Derivative	Institution	Date of agreement	Expiration date	Fair value	Recognized in equity	Expiration date	Fair value	Recognized in equity
Swap	Morgan Stanley	oct-10	III - IV - 2012	_	_	III - IV - 2012	2,560	370
Swap	Morgan Stanley	mar-12	I- 2013	60	(13)	-	-	=
Swap	Barclays	nov-09	I - IV - 2012	_	-	I - IV - 2012	3,178	478
Swap	Barclays	may-11	I - 2012	_	-	I- 2012	6,044	79
Swap	Barclays	nov-11	IV - 2012	_	_	IV - 2012	3,159	(9)
Swap	Barclays	nov-11	I - II - 2012	-	_	I - II - 2012	756	(15)
Swap	Barclays	dic-11	I - II - 2012	-	_	I - II - 2012	252	(3)
Swap	Barclays	dic-11	I - IV -2012	-	_	I - IV -2012	636	8
Swap	Barclays	feb-12	I-2013	390	(50)			
Swap	Barclays	mar-12	I-2013	1,428	(251)			
Swap	Barclays	abr-12	I- 2013	416	(59)			
Swap	Barclays	abr-12	II- 2013	1,122	(151)			
Swap	Barclays	may-12	II- 2013	599	(40)			
Swap	Barclays	jul-12	III-2013	1,261	68			
Swap	Koch	ago-12	I-2013	146	(14)			
Swap	Koch	dic-12	II- 2013	256	(1)			
Swap	Koch	dic-12	IV- 2013	280	(9)			
					( 520)			908

# b) Interest rate hedges.

In 2012, no interest rate hedges have been entered into. As of December 31, 2011, the subsidiary Sudamericana Agencias Aéreas y Marítimas S.A. contracted hedges for loans to purchase operating plant, property and equipment, detailed as follows:

			Expiration		Recognized
Derivative	Institution	Date of agreement	date	Currency	in equity
Swap	Corpbanca	Dec-08	IV - 2014	US\$	341
Swap	BCI	jun-09	IV - 2014	US\$	161
Swap	BCI	Jan-09	III- 2012	US\$	22
Swap	BCI	jul-08	I - 2012	US\$	15
Swap	Santander	sep-08	III - 2013	US\$	31
Swap	Santander	sep-08	III - 2013	US\$	19
Swap	Santander	oct-08	IV - 2013	US\$	20
Swap	Santander	sep-08	IV - 2013	US\$	34
Swap	BCI	nov-08	IV - 2012	US\$	64
Swap	BCI	ago-11	IV - 2015	US\$	196

### **Note 13 Other Non-financial Assets**

Other non-financial assets are detailed below:

	As of Dec	ember 31, 2012	As of Dece	mber 31, 2011
	Current	Non-current	Current	Non-current
	ThUS\$	ThUS\$	ThUS\$	ThUS\$
Insurance	2,816	-	7,336	-
Prepaid leases	11,370	-	6,639	1,124
Lighthouses and buoys	2,550	-	2,373	-
Container positioning	622	1,385	863	1,947
Expenses for vessels in transit	-	-	30,343	-
Other	5,073	8,701	4,061	5,894
Total	22,431	10,086	51,615	8,965

Insurance corresponds to insurance premiums for real estate property and vessels.

Current prepaid leases correspond primarily to lease prepayments on vessels operated by CSAV, which will be applied to leases of vessels in the future. The lease agreement that is presented as "non-current" corresponds to leases to be consumed in more than one year.

Expenses for vessels in transit correspond to the balance of expenses recorded as of the reporting date for vessels in transit as of that date.

Positioning of lighthouses and buoys corresponds to normal payments for providing maritime transport services.

#### Note 14 Non-current Assets Held for Sale

As of December 31, 2011, a portion of property, plant and equipment is presented as groups of assets held for sale, in accordance with the commitment assumed by Administración de Servicios de Aviación y Terminales S.A., a subsidiary of SAAM, in December 2008, relating to a plan to sell these assets as a result of the closing of airport service operations. Efforts to sell this disposal group have already begun. As of December 31, 2011, the disposal group contained assets totaling ThUS\$ 76.

#### Note 15 Investments in Subsidiaries

#### a) Consolidated Subsidiaries:

The CSAV Group holds investments in subsidiaries, as detailed in Note 3, which have been consolidated in these financial statements



		Functional	Country of incorporation	% Direct or I Owner:	
Taxpayer ID	Name of Subsidiary	currency	·	2012	2011
			_		
Foreign	Compañía Sud Americana de Vapores Gmbh	EURO	Germany	100%	100%
Foreign	Corvina Shipping Co. S.A. and Subsidiaries	USD	Panama	100%	100%
Foreign	CSAV Agency, LLC. and Subsidiary	USD	United States	100%	100%
Foreign	CSAV Group (China) Shipping Co. Limited	USD	China	100%	100%
99.588.400-3	CSAV Inversiones Navieras S.A. and Subsidiaries	USD	Chile	100%	100%
89.602.300-4	Empresa de Transporte Sudamericana Austral Ltda. and Subsidiaries	USD	Chile	100%	100%
Foreign	Inversiones Nuevo Tiempo S.A.	USD	Panama	0%	100%
Foreign	Inversiones Plan Futuro S.A.	USD	Panama	0%	100%
Foreign	Norgistics (China) Limited	YUAN	China	100%	100%
76.028.729-6	Norgistics Holding S.A. and Subsidiaries	USD	Chile	100%	100%
96.840.950-6	Odfjell y Vapores S.A.	USD	Chile	51%	51%
92.048.000-4	Sudamericana, Agencias Aéreas y Marítimas S.A. and Subsidiaries	USD	Chile	0%	100%
Foreign	Tollo Shipping Co. S.A. and Subsidiaries	USD	Panama	100%	100%

# b) Summarized financial information:

The summarized financial information of such investments as of December 31, 2012 and 2011, is detailed as follows:

# As of December 31, 2012

Company	Assets	Liabilities	Equity	Operating revenue	Operating expenses	Profit (loss)
	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$
Tollo Shipping Co. S.A. and Subsidiaries	1,926,263	2,786,901	( 860,638)	1,097,823	( 1,123,685)	( 118,246)
Corvina Shipping Co. S.A. and Subsidiaries	1,807,248	479,333	1,327,915	134,235	( 134,224)	( 1,887)
Odfjell y Vapores S.A.	21,005	2,229	18,776	11,133	( 10,432)	3,027
mpresa de Transportes Sudamericana Austral Ltda. and Subsidiaries	1,339	3,128	(1,789)	-	(41)	109
SAV Inversiones Navieras S.A. and Subsidiaries	136,875	68,175	68,700	138,584	( 107,597)	20,250
ompañía Sudamericana de Vapores GMBH	1,930	607	1,323	10,172	( 10,022)	38
SAV Agency LLC and Subsidiary	15,529	3,969	11,560	27,519	( 22,827)	4,731
SAV Group (China) Shipping Co. Ltd.	30,065	22,827	7,238	23,733	(18,946)	3,345
lorgistics (China) Ltd.	2,532	734	1,798	449	(270)	138
lorgistics Holding S.A. and Subsidiaries	10,392	5,103	5,289	22,743	(22,641)	189

Company	Assets	Liabilities	Equity	Operating revenue	Operating expenses	Profit (loss)
	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$
Tollo Shipping Co. S.A. and Subsidiaries	1,425,538	2,156,196	( 730,658)	1,841,351	( 2,300,763)	( 642,835)
Corvina Shipping Co. S.A. and Subsidiaries	544,563	253,190	291,373	83,362	(79,996)	11,987
Odfjell y Vapores S.A.	16,893	1,144	15,749	11,330	( 9,299)	1,724
Empresa de Transportes Sudamericana Austral Ltda. and Subsidiaries	1,365	3,263	(1,898)	-	(39)	(677)
CSAV Inversiones Navieras S.A. and Subsidiaries	146,348	83,168	63,180	180,741	( 136,592)	27,479
Compañía Sudamericana de Vapores GMBH	1,938	678	1,260	10,504	( 10,297)	154
CSAV Agency LLC and Subsidiary	11,061	4,232	6,829	38,911	( 26,802)	11,882
CSAV Group (China) Shipping Co. Ltd.	41,521	30,462	11,059	34,674	( 22,885)	7,842
Norgistics (China) Ltd.	2,671	1,029	1,642	361	(188)	99
Inversiones Nuevo Tiempo S.A. (**)	4,039	9,270	(5,230)	-	(2)	(5)
Inversiones Plan Futuro S.A. (**)	41,556	1	41,555	-	(2)	(5)
Norgistics Holding S.A. and Subsidiaries	10,289	5,381	5,101	16,089	(16,459)	( 293)
Sudamericana. Agencias Aéreas y Marítimas S.A. and Subsidiaries (*)	894,855	283,066	611,789	425,841	(316,446)	63,764

<sup>(\*)</sup> As a result of the spin-off (note 29), this company is not included in the consolidated financial statements as of December 31, 2012.

#### c) Movements in investments:

c.1) During the period ended December 31, 2012, the following significant purchases or sales of investments have taken place:

#### c.1.1) Divestment:

During the first half of 2012, in compliance with the share issuance agreed upon in an extraordinary shareholders' meeting on October 5, 2011, the company divested all shares of the subsidiary Sudamericana, Agencias Aéreas y Marítamas S.A, to a new company, Socidedad Matriz SAAM S.A., created for such a purpose"

The effect of the divestment is reflected as a decrease in the statement of financial position, detailed as follows:

	ThUS\$
Current assets	191,230
Non-current assets	703,625
Current liabilities	94,867
Non-current liabilities	188,199
Net equity	611,789

<sup>(\*\*)</sup> Companies absorbed as of June 30, 2012 by Tollo Shipping Co. S.A.



The divestment is also reflected as a decrease in investing activities of ThUS\$ 43,770 within the account other cash inflows (outflows) in the statement of cash flows for the year ended December 31, 2012.

#### c.1.2) Acquisition of shareholdings:

On May 31, 2012, the group, through its subsidiaries Tollo Shipping Co. S.A. (Panama) and CSAV Inversiones Navieras S.A. (Chile) acquired the Panamanian company Invermar Managements S. de RL, which holds 50% of the shares of the subsidiary CSAV Group Agency Colombia Ltd. It was purchased from Allerton Investments Limited, Minimax Investment LLC and Neo-Ventura Investments, LLC.

The acquisition totaled ThUS\$ 8,450, which was paid as follows: ThUS\$ 4,000 upon signing (which has been paid to date) and two promissory notes for ThUS\$ 2,800 and ThUS\$ 1,650 maturing December 17, 2012 (which was paid on that date) and March 29, 2013, respectively.

The book value of the acquired shares is ThUS\$ 1,236. In accordance with the CSAV Group's accounting policies, it recognized a charge to retained earnings of ThUS\$ 7,214.

#### c.1.3) Other movements in subsidiaries:

During the first half of 2012, the companies Inversiones Plan Futuro S.A. and Inversiones Nuevo Tiempo S.A. were absorbed by the subsidiary Tollo Shipping Co. S.A.

In October 2012, the subsidiary Corvina Shipping Co S.A. increased its capital by ThUS\$ 1,000,000, by capitalizing the debt it had with its parent company (CSAV).

- c.2) During the period ended December 31, 2011, the following significant purchases or sales of investments have taken place:
- c.2.1) On February 03, 2011, the Company acquired the remaining 30% of CSAV Group Agencies Uruguay S.A. through its subsidiary CSAV Inversiones Navieras S.A. for ThUS\$ 148.
- c.2.2) On March 31, 2011, Inversiones San Marco Ltda. carried out a capital increase of ThUS\$ 9,175, which was subscribed and paid by its partners SAAM and CSAV prorated based on their ownership interests. SAAM subscribed and paid ThUS\$ 9,083, equivalent to 99% of the capital increase by contributing shares in fourteen corporations and rights in one limited liability company. CSAV subscribed and paid ThUS\$ 92 in cash, equivalent to 1% of the capital increase.

This corporate reorganization of the SAAM group generated an effect in the equity account other reserves of ThUS\$ 50.

- c.2.3) On May 09, 2011, the Company acquired the remaining 10% of CSAV Group Agencies Korea Co. Ltd. through its subsidiary CSAV Inversiones Navieras S.A. for ThUS\$ 23.
- c.2.4) On June 16, 2011, the subsidiary SAAM S.A., through its subsidiary Saam Puertos S.A., exercised its preferential option to acquire all non-controlling interests in Iquique Terminal Internacional S.A., which comprised a 40% interest, and simultaneously transferred 15% of its interest to Empresas Navieras S.A. for the same purchase price by virtue of the share purchase agreement signed on May 18, 2011.

As a result, the Company acquired 25% of the non-controlling interests in Iquique Terminal Internacional S.A. for ThUS\$ 17,713, paid in cash, thus increasing its shareholding from 60% to 85%.

The book value of the additional interest acquired in Iquique Terminal Internacional S.A. as of the purchase date is ThUS\$ 5,688. The Company recognized a decrease in non-controlling interests for that amount and credited in net equity the difference of ThUS\$ 12,025 between that book value and the fair value of the consideration given.

The effects of the changes in the Company's interest in Iquique Terminal Internacional S.A. are summarized below:

		ThUS\$
Ownership interest before additional acquisition	60%	13,651
Increase in ownership interest	25%	5,688
Share of reserves and comprehensive income	85%	255
Ownership interest after additional acquisition	85%	19,594

c.2.5) On August 4, 2011, in an extraordinary shareholders' meeting of the affiliate Equiyard S.A., its final liquidation was approved, prorating that company's capital amongst shareholders based on their ownership interests. Inversiones Habsburgo S.A. received ThUS\$ 809, which is included within investing cash flows as "other cash inflows".

c.2.6) On November 2, 2011, the partners of the indirect subsidiary Inmobiliaria Marítima Portuaria Limitada (IMPSA), Inmobiliaria San Marco Ltda. (99.695%) and Inversiones San Marco Ltda. (0.305%), decided to spin off the company into two companies, one of which could be the legal successor company with the same legal identity and taxpayer ID number while the other would be called Inmobiliaria Malvilla Ltda. The partners of this new company would be the same partners in IMPSA with identical ownership interests as in the spun-off company. The assets transferred from the spun-off company represent 3.08% of equity prior to the spin-off.



# **Note 16 Equity Method Investments**

Movements in these investments as of December 31. 2012 are detailed as follows:

Associate	Country	Currency	Direct and indirect ownership interest	Beginning balance	Share of profit (loss)	Dividends received	Other varia- tions (**)	Balance as of 12.31.2012
				ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$
Consorcio Naviero Peruano S.A.	Peru	US\$	47.97%	5.494	4.953	(4.065)	884	7.266
Vogt & Maguire Shipbroking Ltd.	England	Pound	50.00%	531	1.202	(1.582)	(11)	140
Globe II Holding Schiaffahrts & Co. KG (*)	Germany	US\$	50.00%	229	=	-	=	229
Dry Bulk Handy Holding Inc.	Monaco	US\$	50.00%	7.732	(1.116)	(2.500)	(42)	4.074
Odfjell & Vapores Ltd. (Bermudas)	Bermuda	US\$	50.00%	35	(10)	-	=	25
Aerosán Airport Services S.A.	Chile	Peso	50.00%	3.802	-	-	(3.802)	-
Antofagasta Terminal Internacional S.A.	Chile	US\$	35.00%	7.674	-	-	(7.674)	-
Cargo Park S.A.	Chile	Peso	50.00%	9.516	-	-	(9.516)	-
Empresa de Servicios Marítimos Hualpén Ltda.	Chile	Peso	50.00%	221	=	=	(221)	=
Inmobiliaria Carriel Ltda.	Chile	Peso	50.00%	459	=	-	(459)	-
LNG Tugs Chile S.A.	Chile	Peso	40.00%	331	-	-	(331)	-
Portuaria Corral S.A.	Chile	Peso	50.00%	5.834	-	-	(5.834)	-
Puerto Panul S.A.	Chile	US\$	14.40%	2.769	=	=	(2.769)	=
San Antonio Terminal Internacional S.A.	Chile	US\$	50.00%	38.516	=	=	(38.516)	=
San Vicente Terminal Internacional S.A.	Chile	US\$	50.00%	27.222	=	=	(27.222)	=
Servicios Aeroportuarios Aerosán S.A.	Chile	Peso	50.00%	2.578	=	=	(2.578)	=
Servicios Marítimos Patillos S.A.	Chile	Peso	50.00%	103	=	=	(103)	=
Servicios Portuarios Reloncaví Ltda.	Chile	Peso	50.00%	7.527	=	=	(7.527)	-
Tecnologías Industriales Buildtek S.A.	Chile	Peso	50.00%	1.143	=	=	(1.143)	-
Terminal Puerto Arica S.A.	Chile	US\$	15.00%	2.714	=	=	(2.714)	-
Transbordadora Austral Broom S.A.	Chile	Peso	25.00%	9.121	-	=	(9.121)	=
Transportes Fluviales Corral S.A.	Chile	Peso	50.00%	1.402	-	=	(1.402)	=
Elequip S.A.	Colombia	US\$	49.80%	3.006	-	=	(3.006)	=
Equimac S.A.	Colombia	US\$	49.00%	1.402	-	-	(1.402)	-
G-Star Capital. Inc. Holding	Panama	US\$	50.00%	1.609	-	-	(1.609)	-
Tramarsa S.A.	Peru	US\$	50.00%	14.521	-	-	(14.521)	-
Gertil S.A.	Uruguay	US\$	49.00%	4.294	-	-	(4.294)	-
Other minor investments				464			(464)	
Tota	ıl			160.249	5.029	(8.147)	(145.397)	11.734

<sup>(\*)</sup> The investments in these companies accounted for using the equity method are joint ventures in which the CSAV Group participates. as described in Note 3.1(b).

<sup>(\*\*)</sup> This group includes mainly the balances of investments maintained by Sudamericana. Agencias Aéreas y Marítimas. which are deducted as a result of the spin-off. as mentioned in note 29.

Movements in these investments as of December 31, 2011 are detailed as follows:

Associate	Country	Currency	Direct and indirect ownership interest	Beginning balance	Additions/ Disposals	Share of profit (loss)		Translation adjustment	Other	Balance as of 12.31.2011
Associate	Country	Currency	interest	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$
Consorcio Naviero Peruano S.A.	Peru	US\$	38.00%	3,531	-	2,656	-	-	(693)	5,494
Vogt & Maguire Shipbroking Ltd.	England	Pound	50.00%	415	_	2,052	(1,936)	-	-	531
Globe II Holding Schiaffahrts & Co. KG (*)	Germany	US\$	50.00%	1,729	-	-	( 1,500)	-	-	229
Dry Bulk Handy Holding Inc.	Monaco	US\$	50.00%	3,375	-	9,314	(5,000)	43	-	7,732
Odfjell & Vapores Ltd. (Bermudas)	Bermudas	US\$	50.00%	32	_	3	-	_	-	35
Aerosán Airport Services S.A.	Chile	Peso	50.00%	3,624	-	645	-	(261)	(206)	3,802
Antofagasta Terminal Internacional S.A.	Chile	US\$	35.00%	6,303	-	2,648	( 1,350)	-	73	7,674
Cargo Park S.A.	Chile	Peso	50.00%	12,455	_	1,274	(3,209)	(1,004)	-	9,516
Empresa de Servicios Marítimos Hualpén Ltda.	Chile	Peso	50.00%	247	-	(3)	-	(23)	-	221
Inmobiliaria Carriel Ltda.	Chile	Peso	50.00%	553	-	(43)	-	(51)	-	459
LNG Tugs Chile S.A.	Chile	Peso	40.00%	296	_	35	-	_	-	331
Portuaria Corral S.A.	Chile	Peso	50.00%	6,013	_	414	-	(593)	-	5,834
Puerto Panul S.A.	Chile	US\$	14.40%	2,601	_	272	( 99)	(5)	-	2,769
San Antonio Terminal Internacional S.A.	Chile	US\$	50.00%	34,547	_	3,869	-	100	_	38,516
San Vicente Terminal Internacional S.A.	Chile	US\$	50.00%	23,058	-	4,040	-	26	98	27,222
Servicios Aeroportuarios Aerosán S.A.	Chile	Peso	50.00%	1,144	-	1,632	-	(118)	(80)	2,578
Servicios Marítimos Patillos S.A.	Chile	Peso	50.00%	925	-	662	(1,484)	-	-	103
Servicios Portuarios Reloncaví Ltda.	Chile	Peso	50.00%	7,838	-	607	-	(918)	-	7,527
Tecnologías Industriales Buildtek S.A.	Chile	Peso	50.00%	1,343	-	(67)	-	(105)	(28)	1,143
Terminal Puerto Arica S.A.	Chile	US\$	15.00%	2,436	_	803	(241)	-	(284)	2,714
Transbordadora Austral Broom S.A.	Chile	Peso	25,00%	8,427	_	2,162	( 694)	(774)	_	9,121
Transportes Fluviales Corral S.A.	Chile	Peso	50,00%	1,583	_	46	-	(107)	(120)	1,402
Elequip S.A.	Colombia	US\$	49,80%	3,018	_	1,269	(1,281)		_	3,006
Equimac S.A.	Colombia	US\$	49,00%	1,331	_	71	-	_	_	1,402
Equiyard S.A.	Colombia	US\$	49,80%	834	(809)	93	(120)	-	2	-
G-Star Capital, Inc. Holding	Panama	US\$	50,00%	1,448	-	161	_	_	_	1,609
Tramarsa S.A.	Peru	US\$	50,00%	10,402	(279)	4,398	-		_	14,521
Gertil S.A.	Uruguay	US\$	49,00%	3,546	-	748	-		_	4,294
Other minor investments	,			353	_	(83)	-	194	_	464
Total				143,407	(1,088)	39,678	(16,914)	(3,596)	(1,238)	160,249

- (a) Investments in which the direct ownership interest is less than 20% that are included in equity method investments:
- a.1 This category includes investments in Terminal Portuario Arica S.A. and Puerto Panul S.A., as the Company is represented on the Board of Directors of these companies.
- a.2 The following companies are included in this category, as the total ownership interest in the investment is greater than 20%.



As of December 31, 2011

Company	Direct investment%	Indirect investment %	Total investment %
AA III : ATI C A		25.220/	25.220/
Muellaje ATI S.A.	=	35.32%	35.32%
Muellaje STI S.A. (*)	-	50.25%	50.25%
Muellaje SVTI S.A. (*)	=	50.25%	50.25%
Serviair Ltda.	1.00%	49.00%	50.00%
Reenwood Investment Inc.	0.02%	49.99%	50.01%
Servicios Logísticos Ltda.	1.00%	49.00%	50.00%
Construcciones Modulares S.A.	9.97%	40.02%	49.99%

(\*) These companies are consolidated by their parent companies, STI S.A. and SVTI S.A., respectively.

Summary of information about associates as of December 31, 2012:

Associate	Ownership interest	Assets	Liabilities	Revenue	Expenses	Profit (loss) for the period
		ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$
Consorcio Naviero Peruano S.A.	47.97%	20,951	5,803	32,713	( 22,884)	9,250
Vogt & Maguire Shipbroking Ltd. (UK)	50.00%	1,497	1,222	6,274	(1,204)	2,404
Globe II Holding Schiaffahrts & Co. KG	50.00%	3,515	3,495	10,513	(7,823)	-
Dry Bulk Handy Holding Inc.	50.00%	20,267	5,382	79,547	(82,349)	(2,232)
Odfjell & Vapores Ltd. (Bermudas)	50.00%	49	37	-	(20)	(20)

Summary of information about associates as of December 31, 2011:

Associate	Ownership interest	Assets	Liabilities	Revenue	Expenses	Profit (loss) for the period
		ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$
Consorcio Naviero Peruano S.A.	38.00%	21,324	6,868	34,481	( 27,493)	6,988
Vogt & Maguire Shipbroking Ltd. (UK)	50.00%	2,515	1,454	8,808	(4,703)	4,105
Globe II Holding Schiaffahrts & Co. KG	50.00%	3,515	3,495	10,513	(7,823)	-
Dry Bulk Handy Holding Inc.	50.00%	31,936	10,032	78,433	(76,535)	18,627
Odfjell & Vapores Ltd. (Bermudas)	50.00%	69	-	-	(12)	(12)
Aerosán Airport Services S.A.	50.00%	9,913	2,309	5,027	(3,951)	1,289
Antofagasta Terminal Internacional S.A. Holding	35.00%	78,097	55,979	42,792	(28,867)	7,614
Cargo Park S.A.	50.00%	36,750	17,718	5,043	(1,997)	2,548
Elequip S.A.	49.80%	7,566	1,529	2,316	(1,287)	2,549
Empresa de Servicios Marítimos Hualpén Ltda.	50.00%	723	281	522	(364)	(60)
Equimac S.A.	49.00%	6,810	3,949	334	(552)	145
Gertil S.A.	49.00%	14,037	5,273	11,225	(8,661)	1,505
G-Star Capital, Inc. Holding	50.00%	7,586	4,358	5,194	(4,155)	331
Inmobiliaria Carriel Ltda.	50.00%	2,084	1,166	14	(86)	(86)
LNG Tugs Chile S.A.	40.00%	1,274	445	5,463	(5,140)	88
Portuaria Corral S.A.	50.00%	18,204	6,535	4,307	(3,098)	949
Puerto Panul S.A.	14.40%	18,740	7,268	8,042	(4,421)	2,290
San Antonio Terminal Internacional S.A.	50.00%	209,349	134,320	84,686	(63,645)	8,002
San Vicente Terminal Internacional S.A.	50.00%	147,008	92,564	62,629	(50,382)	8,078
Servicios Aeroportuarios Aerosan S.A.	50.00%	9,528	4,373	13,424	( 8,619)	3,261
Servicios Marítimos Patillos S.A.	50.00%	1,553	1,347	3,830	( 2,056)	1,324
Servicios Portuarios Reloncaví Ltda.	50.00%	21,502	6,448	22,727	( 19,692)	1,399
Tecnologías Industriales Buildteck S.A.	50.00%	8,167	6,095	10,459	(7,625)	(134)
Terminal Puerto Arica S.A.	15.00%	108,807	90,716	35,547	(27,252)	5,355
Tramarsa S.A.	50.00%	87,872	58,238	104,195	(80,157)	8,829
Transbordadora Austral Broom S.A.	25.00%	46,839	10,355	23,770	( 9,830)	8,649
Transportes Fluviales Corral S.A.	50.00%	4,759	1,714	2,150	( 1,705)	92
Other minor investments		30,081	16,496	46,104	(41,778)	1,378

# Note 17 Intangible Assets Other than Goodwill

Classes of net intangible assets:

	As of December 31, 2012			As	As of December 31, 2011		
	Gross	Accumulated amortization	Net	Gross	Accumulated amortization	Net	
	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	
Development costs	_	-	-	519	(53)	466	
Patents, trademarks and other rights, net	110	(66)	44	717	(75)	642	
Software	4,799	(4,177)	622	7,642	( 2,066)	5,576	
Port, tugboat and other concessions	-	-	-	66,979	( 9,718)	57,261	
Total intangible assets	4,909	(4,243)	666	75,857	(11,912)	63,945	

The detail and movements of the main classes of intangible assets, separated into internally generated intangible assets and other intangible assets, are provided below:

Movement in 2012	Development Costs	Patents, trade- marks and other rights	Software	Port, tugboat and other concessions	Total intangible assets
	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$
Net balance as of January 1, 2012	466	642	5,576	57,261	63,945
Additions	-	111	231	-	342
Amortization for the period	-	(65)	(392)	-	(457)
Increase (decrease) in changes in foreign exchange rates	-	(2)	(7)	-	(9)
Other increases (decreases)*	( 466)	( 642)	(4,786)	(57,261)	(63,155)
Net balance as of December 31, 2012	-	44	622	-	666

<sup>\*</sup> Includes ThUS\$ 63,064 for the balances of Sudamericana, Agencias Aéreas y Marítimas S.A. that were deducted as a result of the spin-off detailed in Note 29.

Movement in 2011	Development Costs	Patents, trademarks and other rights	Software	Port, tugboat and other concessions	Total intangible assets
	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$
Net balance as of January 1, 2011	448	550	928	56,627	58,553
Additions	46	2	3,920	3,500	7,468
Amortization for the period	(28)	(75)	(1,002)	( 2,557)	(3,662)
Increase (decrease) in changes in foreign exchange rates	-	(50)	(12)	-	(62)
Other increases (decreases)	-	215	1,742	(309)	1,648
Net balance as of December 31, 2011	466	642	5,576	57,261	63,945



Investments in software are amortized over a maximum period of 4 years. Other rights correspond to water rights that have an indefinite useful life and therefore do not have an amortization period, belonging to Sudamericana Agencias Aéreas y Marítimas S.A.

The concessions correspond to investments held by Sudamericana, Agencias Aéreas y Marítimas S.A., detailed as follows:

As of December 31, 2011

	ThUS\$	Useful life
Port concession, Iquique Terminal Internacional S.A.	48,682	20 years
Port concession, Florida Terminal Internacional, LLC	1,683	20 years
Tugboat concession, Concesionaria SAAM Costa Rica S.A.	2,983	19 years
Tugboat concession, SAAM Remolques S.A. de C.V.	3,913	3 - 6 years
Total intangible assets for port and tugboat concessions	57,261	

<sup>(\*)</sup> In the process of extending the concession period.

Port concessions include the present value of the initial concession payment and the minimum mandatory payments, as well as financing costs, when applicable, plus the value of mandatory works controlled by the entity granting the concession, in accordance with the concession contract.

As of December 31, 2011, capitalized finance expenses totaled ThUS\$ 76 during the period. The rate used for capitalizing interest is 3.6175% and corresponds to financing to construct an earthquake resistant docking site at the port of Iquique.

### **Note 18 Goodwill**

Goodwill is detailed as follows:

	As of December 31, 2012	As of December 31, 2011
	ThUS\$	ThUS\$
SAAM Remolques S.A de C.V.	-	36
Tug Brasil Apoio Portuario S.A.	-	15,070
Compañía Libra de Navegación (Uruguay) S.A.	8,379	8,379
Compañía Libra de Navegacao S.A.	5,143	5,143
CSAV Agency Italy S.P.A.	2,328	2,283
Agencias Grupo CSAV (México) S.A. de C.V.	268	268
Wellington Holding Group S.A.	45,003	45,003
Norasia Container Lines Ltd.	21,300	21,300
CSAV North & Central Europe Gmbh	1,893	1,856
CSAV North & Central Europe N.V.	681	668
CSAV North & Central Europe B.V.	4,158	4,076
CSAV Agencia Maritima SL.	3,314	3,249
CSAV Group Agency (Hong Kong) Ltd.	52	52
CSAV UK & Ireland Limited	1,990	1,990
CSAV Denizcilik Acentasi A.S	8,235	8,235
Total	102,744	117,608

Movements in goodwill are shown in the table below:

	As of December 31, 2012	As of December 31, 2011
	ThUS\$	ThUS\$
Beginning balance as of January 1	117,608	117,804
Variation due to exchange differences Variation for spin-off of Sudamericana, Agencias Aéreas y Marítimas S.A.	242 (15,106)	(196)
Total	102,744	117,608

The goodwill acquired by the Company in the various deals has allowed it to operate locally, regionally and globally. In management's opinion, despite the current adverse market conditions, their fair values are greater than their book values. Nevertheless, as of each annual reporting date, the Company performs an evaluation that allows it to validate the value of this goodwill by estimating and sensitizing the long-term future cash flows from the deals discounted to a cost-of-capital rate (currently close to 12%).

### Note 19 Property, Plant and Equipment

Property, plant and equipment (deemed cost) are summarized as follows:

	As of December 31, 2012			As of December 31, 2011		
	Gross PP&E	Accumulated	Net PP&E	Gross PP&E	Accumulated	Net PP&E
		depreciation			depreciation	
	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$
Construction in progress	-	-	-	150,663	-	150,663
Land	2,142	-	2,142	70,382	-	70,382
Buildings	19,982	(3,449)	16,533	92,448	(29,836)	62,612
Machinery and equipment	77,075	(32,509)	44,566	242,287	( 140,689)	101,598
Office equipment	28,543	(22,073)	6,470	30,076	( 16,846)	13,230
Vessels	1,433,602	( 199,507)	1,234,095	1,346,885	( 174,029)	1,172,856
Transportation equipment	848	(614)	234	7,682	(5,309)	2,373
Other	11,856	(8,092)	3,764	9,904	(4,193)	5,711
Total	1,574,048	( 266,244)	1,307,804	1,950,327	( 370,902)	1,579,425

Construction in progress includes disbursements for construction contracts for the Company's fleet of vessels, and until December 31, 2011 also included disbursements for tugboat construction and mandatory works for the concession contract of the subsidiary Iquique Terminal Internacional S.A. (ITI).

Buildings include buildings (facilities) belonging to the CSAV Group that are used for its normal operations.



Machinery includes machinery acquired by the Group that is used to provide services. Spare parts and specific components with low rotation that will be used to provide services in the future are also presented here.

No finance costs have been capitalized during 2012. In 2011, ThUS\$ 83,429 in costs were capitalized.

As of the end of this reporting period, the Company and its subsidiaries do not show any signs of impairment. For certain operating assets, primarily vessels, whose useful life is very long term and for which the Company uses the present value cash flow method, short-term negative market conditions do not significantly affect the value of these assets.

The details and movements of the different classes of property, plant and equipment as of December 31, 2012 are provided in the following table:

Ending balance	-	2,142	16,533	44,566	6,470	1,234,095	234	3,764	1,307,804
Total changes	(150,663)	(68,240)	(46,079)	(57,032)	(6,760)	61,239	(2,139)	(1,947)	(271,621)
Other increases (decreases)*	(152,083)	(68,240)	(45,872)	(54,148)	(5,298)	(90,212)	(1,982)	(1,309)	(419,144)
Increases (decreases) in changes in foreign exchange rates	-	-	-	-	(37)	-	-	10	(27)
Depreciation expense	-	-	(207)	(2,867)	(2,844)	(51,917)	(133)	(1,006)	(58,974)
Disposals (sale of assets)	-	-	-	(17)	(183)	(1,353)	(86)	(43)	(1,682)
Additions	1,420	-	-	-	1,602	204,721	62	401	208,206
Beginning balance	150,663	70,382	62,612	101,598	13,230	1,172,856	2,373	5,711	1,579,425
	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$
As of December 31, 2012	Construction in progress	Land	Buildings, net	Machinery and equipment, net	Office equipment, net	Vessels, net	Tranportation equipment, net	Other property, plant and equipment, net	Total property, plant and equipment, net

<sup>\*</sup> Includes ThUS\$ 418,934 in balances of Sudamericana, Agencias Aéreas y Marítimas S.A. that were deducted as a result of the spin-off, detailed in Note 29.

The decrease in vessels corresponds to tugboats.

The details and movements of the different classes of property, plant and equipment as of December 31, 2011 are provided in the following table:

Ending balance	150,663	70,382	62,612	101,598	13,230	1,172,856	2,373	5,711	1,579,425
Total changes	(242,509)	(6,268)	(4,879)	(51,580)	(2,489)	649,645	145	(3,367)	338,698
Other increases (decreases)	(409,095)	139	493	46,263	(4,525)	374,831	193	(7,825)	474
Increases (decreases) in changes in foreign exchange rates	(9)	(6,938)	(4,280)	(131)	(221)	-	(1)	(89)	(11,669)
Depreciation expense	-	-	(1,968)	(16,651)	(3,090)	(55,627)	(753)	(1,318)	(79,407)
Transfers to (from) investment property	(52)	531	-	(42)	-	-	-	-	437
Disposals (sale of assets)	-	-	-	(98,781)	(89)	(3,717)	(174)	(274)	(103,035)
Additions	166,647	-	876	17,762	5,436	334,158	880	6,139	531,898
Beginning balance	393,172	76,650	67,491	153,178	15,719	523,211	2,228	9,078	1,240,727
	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$
As of December 31, 2011	Construction in progress	Land	Buildings, net	Machinery and equipment, net	Office equipment, net	Vessels, net	Transportation equipment, net	Other property, plant and equipment, net	Total property, plant and equipment, net

1) Commitments for the purchase and construction of vessels and other property, plant and equipment:

Vessels under construction

As of December 31, 2012, the Company has no contracts with shipyards to build vessels.

(2) Additional information on property, plant and equipment.

Certain assets pertaining to property, plant and equipment are pledged in guarantee of certain financial obligations, as described in Note 36 below.

As of 31 December 2012 and 31 December 2011, the Company held assets within property, plant and equipment that are fully depreciated yet still in use. In both cases the amounts of assets, if restated, are not significant.

The Company continues to depreciate assets that are temporarily out of operation and estimates that no impairment adjustments are needed.

The fair value of the CSAV Group's operating assets does not differ significantly from their book values.



As of December 31, 2012 and 2011, the Company has transferred the vessels for which construction has been completed and that have begun operating from the account construction in progress to the account vessels. These movements are detailed as follows:

	As of December 31, 2012	As of December 31, 2011
	ThUS\$	ThUS\$
Tugboats and cranes	=	(43,924)
Vessels	(126,335)	(359,476)
Other works and port machinery	-	(5,695)
Decrease from spin-off	(25,748)	-
Total other increases (decreases) in construction in progress	(152,083)	(409,095)

## **Note 20 Investment Property**

As of December 31, 2012, this account does not include any items as it previously contained land owned by Sudamericana Agencias Aéreas y Marítimas S.A. that was consolidated in the financial statements in 2011. These assets were held for capital appreciation.

The fair value of the Company's investment properties as of December 31, 2011 amounted to ThUS\$ 5,497.

	As of December 31, 2011
	ThUS\$
Investment property, beginning balance	4,409
Transfer to property, plant and equipment	( 437)
Increase (decrease) in changes in foreign exchange rates	(436)
Changes in investment property	(873)
Ending balance	3,536

## **Note 21 Current Taxes Receivable and Payable**

The balance of current taxes receivable and payable is detailed as follows:

Current Taxes Receivable

	As of December 31, 2012	As of December 31, 2011
	ThUS\$	ThUS\$
Current taxes receivable		
Recoverable VAT	9,159	28,301
Monthly provisional tax payments	910	3,368
Recoverable income taxes	3,165	4,185
Other recoverable income taxes	641	3,857
Total current taxes receivable	13,875	39,711

Current Taxes Payable

	As of December 31, 2012	As of December 31, 2011
	ThUS\$	ThUS\$
Current taxes payable		
Income taxes payable	8,075	11,281
VAT payable	586	2,722
Total current taxes payable	8,661	14,003

#### Note 22 Deferred Taxes and Income Taxes

- (a) In Chile, profits from investments in foreign companies are levied with first category income tax in the year in which profits are recorded. Although the Company's direct foreign subsidiaries have distributed dividends of ThUS\$ 6,385 during the current period, since the Company has tax losses as of December 31, 2012, it has not established an income tax provision.
- (b) The following section provides details on the Company's lawsuits that are pending final ruling:
- ii) Tax assessments 168 174, totaling Ch\$ 8,040,916,137 (historic). On November 25, 2009, the SII Tax Court rejected the claim presented against these assessments.

On December 04, 2009, CSAV filed a motion of appeal, as the verdict is detrimental to the Company's interests.

On December 15, 2010, the Court of Appeals accepted the motion for appeal, rendering null and void assessments No. 168 to 174.

On January 4, 2011, the Chilean government filed a motion for cassation, which is pending in the Supreme Court.

On April 18, 2006, assessments 121 and 122 amounting to Ch\$ 62,744,890 (historic) were received from the SII and were protested by the Company within the allowed term.

On November 26, 2009, the SII Tax Court of Valparaíso rejected the Company's claims for the aforementioned tax assessments.

On December 3, 2009, CSAV filed a motion of appeal, as the verdict is detrimental to the Company's interests.

On August 25, 2010, the Court of Appeals accepted the motion for appeal, rendering null and void assessments No. 121 and 122.

On September 13, 2010, the Chilean government filed a motion for cassation, which was admitted to be heard on September 15 and is pending in the Supreme Court.

- (c) As of December 31, 2012, the Company has not established an income tax provision because it has tax losses of ThUS\$ 1,449,400 (ThUS\$ 1,082,664 as of December 2011).
- (d) The Company has not recorded any accumulated earnings and profits or any retained non-taxable earnings as of December 31, 2012 and 2011. However, it did record a provision of ThUS\$ 248 (ThUS\$ 150 in 2011) for article 21 sole tax (rejected expenses).



## e) Deferred taxes

Deferred tax assets and liabilities are offset if the right to offset current tax assets and liabilities has been legally recognized and if the deferred taxes are associated with the same tax authority. The offset amounts are as follows:

	Deferred	Tax Asset	Deferred Tax Liability		
Types of temporary differences	December 31, 2012	December 31, 2011	December 31, 2012	December 31, 2011	
	ThUS\$	ThUS\$	ThUS\$	ThUS\$	
Vacation accrual	221	1,073	-	-	
Tax losses	288,889	185,775	=	=	
Provisions	18,863	30,314	-	(279)	
Post-employment obligations	66	264	(4)	(879)	
Revaluation of financial instruments	93	149	=	(2)	
Revaluation of intangible assets	-	15	-	(798)	
Revaluation of PP&E	-	158	(131)	(4,981)	
Depreciation	282	396	(241)	(13,638)	
Leased assets	-	59	-	(530)	
Tax credits	133	224	-	-	
Amortization	42	42	-	(74)	
Accruals	277	1,496	-	(221)	
Other	2,705	5,588	( 443)	( 1,842)	
Total	311,571	225,553	( 819)	( 23,244)	

Movements of deferred tax assets and liabilities recorded during the period:

Types of temporary differences	Balance as of January 1, 2012	Recorded in income	Recorded in equity	Other variations (*)	Balance as of December 31, 2012
Vacation accrual	1,073	(368)	-	(484)	221
Tax losses	185,775	103,772	-	(658)	288,889
Provisions	30,314	(10,847)	-	(604)	18,863
Post-employment obligations	264	35	-	(233)	66
Revaluation of financial instruments	149	93	-	(149)	93
Revaluation of intangible assets	15	-	-	(15)	-
Revaluation of PP&E	158	-	-	(158)	-
Depreciation	396	(114)	-	-	282
Leased assets	35	-	-	(35)	-
Tax credits	224	(91)	-	-	133
Amortization	42	2	-	(2)	42
Accruals	1,496	207	-	(1,426)	277
Other deferred taxes	5,612	(775)	-	(2,132)	2,705
Total deferred tax assets	225,553	91,914	_	( 5,896)	311,571

Types of temporary differences	Balance as of January 1, 2012	Recorded in income	Recorded in equity	Other variations (*)	Balance as of December 31, 2012
	0.70			(0.70)	
Provisions	279	-		- (279)	-
Post-employment obligations	879	(3)		- (872)	4
Revaluation of PP&E	4,981	131		- (4,981)	131
Revaluation of financial instruments	2	-		- (2)	-
Revaluation of intangible assets	798	-		- (798)	-
Depreciation	13,638	(184)		- (13,213)	241
Leased assets	530	-		- (530)	-
Amortization	74	-		- (74)	-
Accruals	221	-		- (221)	-
Other	1,842	308	27.	2 (1,979)	443
Total deferred tax liabilities	23,244	252	27	2 (22,949)	819

# (\*) Corresponds to the variation arising from the spin-off of the Company.

Types of temporary differences	Balance as of January 1, 2011	Recorded in income	Recorded in equity	Balance as of December 31, 2011
Vacation accrual	1.192	(119)		1.073
	<i>Y</i> - 5	,	_	, · · · ·
Tax losses	59,707	126,068	-	185,775
Provisions	15,049	15,265	-	30,314
Post-employment obligations	124	140	-	264
Revaluation of financial instruments	114	(563)	598	149
Revaluation of intangible assets	-	16	(1)	15
Revaluation of PP&E	42	116	-	158
Depreciation	724	(291)	(37)	396
Leased assets	-	59	-	59
Tax credits	815	(591)	-	224
Amortization	28	14	_	42
Accruals	1,487	9	_	1,496
Other deferred taxes	3,396	2,192	-	5,588
Total deferred tax assets	82,678	142,315	560	225,553



Types of temporary differences	Balance as of January 1, 2011	Recorded in income	Recorded in equity	Balance as of December 31, 2011	
Provisions	376	(97)	-	279	
Post-employment obligations	157	669	53	879	
Revaluation of PP&E	6,543	(1,562)	-	4,981	
Revaluation of financial instruments	-	2	-	2	
Revaluation of intangible assets	-	4,706	(3,908)	798	
Depreciation	14,088	(441)	(9)	13,638	
Leased assets	551	(21)	-	530	
Amortization	86	(12)	-	74	
Accruals	163	58	-	221	
Other	3,724	(1,870)	(12)	1,842	
Total deferred tax liabilities	25,688	1,432	(3,876)	23,244	

# (f) Effect of deferred taxes and income taxes on income

	For the years ended December 31,	
	2012 <b>ThUS\$</b>	2011 <b>ThUS\$</b>
Current income tax expenses		
Current tax expense	( 14,215)	(32,119)
Expense for ITL Art. 21 tax (*)	( 256)	(458)
Prior period tax adjustments	( 428)	(743)
Other tax expenses	(1,619)	310
Total current tax expense, net	( 16,518)	( 33,010)
Deferred tax expense		
Origin and reversal of temporary differences	91,687	140,990
Other deferred tax expenses	(25)	(107)
Total deferred tax income (expense), net	91,662	140,883
Tax (expense) income	75,144	107,873
Tax (expense) income for continuing activities	57,430	95,149
Tax (expense) income for discontinued activities (*) ITL: Income tax law	17,714	12,724

# (g) Taxes recognized in income by foreign and Chilean entities:

	For the years ended December 31,		
	2012	2011	
	ThUS\$	ThUS\$	
Current tax expense:			
Current tax expense, net, foreign	( 15,085)	( 26,650)	
Current tax expense, net, Chilean	( 1,433)	( 6,360)	
Total current tax expense, net	( 16,518)	( 33,010)	
Deferred tax expense:			
Deferred tax expense, foreign	( 285)	(1,365)	
Deferred tax expense, Chilean	91,947	142,248	
Total deferred tax expense, net	91,662	140,883	
Tax income (expense), net	75,144	107,873	

(h) An analysis and reconciliation of the income tax rate calculated in accordance with Chilean tax legislation and of the effective tax rate are detailed below, as recognized in income by foreign and Chilean entities:

		As of December 31, 2012		As of December 31, 2011
		ThUS\$		ThUS\$
Profit (loss) for the period		( 309,468)		(1,239,483)
Total income tax expense		75,144		107,873
Profit (loss) before income taxes		( 384,612)		(1,347,356)
Reconciliation of effective tax rate	20.0%	76,922	20.0%	269,471
Tax effect of rates in other jurisdictions	(1.52%)	( 5,832)	(0.34%)	(4,541)
Tax effect of non-taxable operating revenues	(3.51%)	( 13,496)	(0.51%)	( 6,857)
Tax effect of non-deductible expenses	10.10%	38,828	(9.80%)	(132,098)
Other increases (decreases) in charge for legal taxes	(5.53%)	(21,278)	(1.34%)	(18,102)
Total adjustments to tax expense using legal rate	(0.46%)	( 1,778)	(11.99%)	( 161,598)
Income tax using effective rate	_ 19.54%	75,144	8.0%	107,873



Law No. 20,630, passed on September 27, 2012, modified the corporate tax rate on profits obtained in 2012 and subsequent years, increasing the rate at 20%. As a result, the Company recognized a net credit to income of ThUS\$ 44,381 as of December 31, 2012.

## (i) Recovery of deferred tax assets

The CSAV Group has recognized a deferred tax asset related to the tax loss of the parent company, considering that the analysis of flows prepared by management demonstrates that the Company expects to generate positive flows and, consequently, sufficient tax income that would allow the Company to charge the deductible differences resulting from the tax losses.

#### **Note 23 Other Financial Liabilities**

Other financial liabilities are detailed as follows:

	As of Decer	mber 31, 2012	As of Decer	mber 31, 2011
	Current	Non-current	Current	Non-current
	ThUS\$	ThUS\$	ThUS\$	ThUS\$
Dealthean (a)	67.064	004.410	100.264	005 557
Bank loans (a)	67,064	804,410	189,264	905,557
Bonds payable (b)	7,522	58,372	6,867	58,377
Finance lease (c)	-	-	3,555	4,235
Hedging liabilities (note 12)	520	-	250	653
Other financial liabilities	-	-	2	-
Total	75,106	862,782	199,938	968,822

# a) Bank loans:

# As of December 31, 2012

Taxpayer ID of debtor	Name of debtor	Country of debtor	1 /	Bank or financial institution	Country of creditor	Currency	Type of amortization	Up to 90 days
								ThUS\$
0-E	HULL 898 Maipo	Bahamas	0-E	BNP Paribas	France	USD	Semi-annual	-
0-E	Hull 1794 Teno	Panama	0-E	BNP Paribas	France	USD	Semi-annual	-
0-E	Hull 1796 Tubul	Panama	0-E	BNP Paribas	France	USD	Semi-annual	5,277
0-E	Hull 1798 Tempanos	Panama	0-E	BNP Paribas	France	USD	Semi-annual	5,215
0-E	Hull 1800 Torrente	Panama	0-E	BNP Paribas	France	USD	Semi-annual	5,152
0-E	Hull 1906 Tucapel	Panama	0-E	BNP Paribas	France	USD	Semi-annual	-
0-E	Hull 1975 Tolten	Panama	0-E	DVB Bank America NV	United States	USD	Quarterly	3,834
0-E	Hull 1976 Tirua	Panama	0-E	DVB Bank America NV	United States	USD	Quarterly	4,111
0-E	Tollo Shipping Co.	Panama	0-E	American Family Life Assurance Company Of Columbus ( Aflac )	United States	JPY	Semi-annual	3,351
0-E	Limari Shipping Ltd.	Panama	0-E	HSH Nordbank Ag	Germany	USD	Semi-annual	-
0-E	Longavi Shipping Ltd.	Panama	0-E	HSH Nordbank Ag	Germany	USD	Semi-annual	-
0-E	Chacabuco Shipping Ltd.	Panama	0-E	HSH Nordbank Ag	Germany	USD	Semi-annual	4,103
0-E	Paine Shipping Ltd.	Panama	0-E	HSH Nordbank Ag	Germany	USD	Semi-annual	5,561
0-E	Puelo Shipping Ltd.	Panama	0-E	HSH Nordbank Ag	Germany	USD	Semi-annual	-
0-E	Palena Shipping Ltd.	Panama	0-E	HSH Nordbank Ag	Germany	USD	Semi-annual	-
				Total				36,604

<sup>(\*)</sup> This loan was prepaid in December 2012.

# As of December 31, 2011

Taxpayer ID of debtor	Name of debtor		Taxpayer ID of creditor	Bank or financial institution	Country of creditor	Currency	Type of amortization	Up to 90 days
90160000-7	Compañía Sudamericana de Vapores S.A.	Chile	0-E	Deutsche Schiffsbank	Germany	USD	Semi-annual	<b>ThUS\$</b> 588
0160000-7	Compañía Sudamericana de Vapores S.A.	Chile	0-E	Banco Latinoamericano de	Panama	USD	At maturity	100,310
-E	Hull 1794		0-F	Comercio Exterior S.A. (*) BNP Paribas	France	USD	Semi-annual	3.625
·E	Hull 1794 Hull 1796		0-E	BNP Paribas	France	USD	Semi-annual	3,825 3,342
·E	Hull 1798	Panama	0-E	BNP Paribas	France	USD	Semi-annual	2,549
-Е -F	Hull 1800		0-E	BNP Paribas	France	USD	Semi-annual	2,549
E.	Hull 1906		0-E	BNP Paribas	France	USD	Semi-annual	2,597 50
·E	CSBS HULL 898	Bahamas		BNP Paribas	France	USD	Semi-annual	1.977
E E	Tollo Shipping Co.	Panama		American Family Life Assurance Company Of Columbus ( Aflac )	United States	JPY	Semi-annual	1,977
E	Limari Shipping Ltd.	Panama	0-E	HSH Nordbank Ag	Germany	USD	Semi-annual	_
- -Е	Longavi Shipping Ltd.		0-E	HSH Nordbank Ag	Germany	USD	Semi-annual	_
·E	Chacabuco Shipping Ltd.	Panama	0-E	HSH Nordbank Ag	Germany	USD	Semi-annual	2,169
E	Paine Shipping Ltd.	Panama	0-E	HSH Nordbank Ag	Germany	USD	Semi-annual	2,854
·E	Puelo Shipping Ltd.	Panama	0-E	HSH Nordbank Ag	Germany	USD	Semi-annual	
E	Palena Shipping Ltd.	Panama	0-E	HSH Nordbank Ag	Germany	USD	Semi-annual	_
2048000-4	Sudamericana, Agencias Aéreas y Marítimas S.A	Chile	97036000-K	Banco de Crédito e Inversiones	Chile	USD	At maturity	_
2048000-4	Sudamericana, Agencias Aéreas y Marítimas S.A		97036000-K	Banco Santander Chile	Chile	USD	At maturity	2,495
7628160-3	Aguasaam S.A.	Chile	97004000-5	Banco de Chile (*)	Chile	U.F.	Monthly	22
7628160-3	Aguasaam S.A.	Chile	97004000-5	Banco de Chile (*)	Chile	U.F.	Monthly	46
6696270-4	Inmobiliaria Marítima Portuaria Ltda.	Chile	97030000-7	Banco Estado	Chile	U.F.	Monthly	30
E	SAAM Remolques S.A. de C.V.	Mexico	0-E	Banco Santander Central Hispano S.A. NY	Mexico	USD	Semi-annual	1,060
E	SAAM Remolques S.A. de C.V.	Mexico	0-E	Banco Santander S.A. Madrid	Mexico	USD	Semi-annual	948
E	SAAM Remolgues S.A. de C.V.	Mexico	0-E	Banco del Bajío	Mexico	MXP	Monthly	171
·E	Florida Terminal International	United	0-E	Banco Santander Overseas	United States	USD	Semi-annual	400
·E	Tug Brasil Apoio Maritimo	States Brazil	0-E	Banco Nacional do Desenvolvimento BNDES	Brazil	USD	Monthly	558
E	Tug Brasil Apoio Maritimo	Brazil	0-E	Banco Santander Chile	Chile	USD	Semi-annual	92
E	Tug Brasil Apoio Maritimo	Brazil	0-E	Banco do Brasil	Brazil	USD	Monthly	274
E	Tug Brasil Apoio Maritimo	Brazil	0-E	Banco Santander Brasil	Brazil	BRL	Monthly	533
5915330-0	Iquique Terminal Internacional S.A.	Chile	97023000-9	Banco Corpbanca	Chile	USD	Semi-annual	-
915330-0	Iquique Terminal Internacional S.A.	Chile	97023000-9	Banco Corpbanca	Chile	USD	Semi-annual	-
915330-0	Iquique Terminal Internacional S.A.	Chile	97023000-9	Banco Estado	Chile	USD	Semi-annual	41
E	Kios S.A.	Uruguay	0-E	Banco Santander	Uruguay	USD	At maturity	700
E	Kios S.A.	Uruguay	0-E	Citibank Uruguay	Uruguay	USD	Monthly	-
-E	Inversiones Habsburgo S.A.	Panama	0-E	Banco Santander Overseas	Panama	USD	Semi-annual	2,504
				Total				129,935



	More than 90 days up to 1 year	Short-term portion	From 1 to 2 years	From 2 to 3 years	From 3 to 5 years	From 5 to 10 years	10 years or more	Long-term portion	Total debt	Average annual	interest rate
	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	Nominal	Effective
	3,442	3,442	2,975	2,975	5,950	23,445	-	35,345	38,787	4.1370%	4.1370%
	5,292	5,292	4,538	4,538	9,076	22,690	17,841	58,683	63,975	4.0493%	4.0493%
	-	5,277	4,527	4,527	9,054	22,635	17,711	58,454	63,731	4.0307%	4.0307%
	-	5,215	4,468	4,468	8,936	22,340	18,000	58,212	63,427	4.0286%	4.0286%
	-	5,152	4,410	4,410	8,820	22,050	18,191	57,881	63,033	4.0299%	4.0299%
	4,862	4,862	4,153	4,153	8,306	20,765	18,001	55,378	60,240	3.9946%	3.9946%
	-	3,834	3,750	3,750	7,500	18,750	5,625	39,375	43,209	3.5910%	3.5910%
	-	4,111	3,750	3,750	7,500	18,750	6,563	40,313	44,424	3.6054%	3.6054%
	-	3,351	-	-	-	-	278,778	278,778	282,129	4.1600%	4.1600%
	3,159	3,159	3,139	3,139	4,708	-	-	10,986	14,145	1.8904%	1.8904%
	3,177	3,177	3,139	3,139	6,278	1,568	-	14,124	17,301	1.8838%	1.8838%
	-	4,103	3,893	3,893	7,786	3,891	-	19,463	23,566	1.9226%	1.9226%
	-	5,561	5,156	5,156	10,312	5,157	-	25,781	31,342	2.2402%	2.2402%
	5,312	5,312	5,156	5,156	10,312	5,157	-	25,781	31,093	1.9332%	1.9332%
	5,216	5,216	5,171	5,171	10,342	5,172	-	25,856	31,072	2.2406%	2.2406%
_	30,460	67,064	58,225	58,225	114,880	192,370	380,710	804,410	871,474		

	Average annual interest rate	Total debt	Long-term portion	10 years or more	rom 5 to 10 years	From 3 to 5 years F	om 2 to 3 years	From 1 to 2 years From	Short-term portion	More than 90 days up to 1 year
Effective	Nominal	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$
2.24%	2.24%	6,123	4,975	-	-	-	-	4,975	1,148	560
3.60%	3.60%	100,310	-	-	-	-	-	-	100,310	-
3.87%	3.87%	68,548	62,087	11,031	28,364	11,346	5,673	5,673	6,461	2,836
3.87%	3.87%	68,585	62,414	11,490	28,292	11,316	5,658	5,658	6,171	2,829
3.86%	3.86%	67,463	62,121	11,853	27,927	11,171	5,585	5,585	5,342	2,793
3.87%	3.87%	66,372	61,019	11,405	27,563	11,025	5,513	5,513	5,353	2,756
1.91%	1.91%	25,950	25,900	25,900	-	-	-	-	50	-
4.08%	3.97%	41,784	38,320	14,520	11,900	5,950	2,975	2,975	3,464	1,487
4.16%	4.16%	314,935	311,607	311,607	-	-	-	-	3,328	3,328
1.62%	1.62%	17,300	14,125	_	1,569	6,278	3,139	3,139	3,175	3,175
1.62%	1.62%	20,435	17,264	_	4,708	6,278	3,139	3,139	3,171	3,171
1.63%	1.63%	27,469	23,353	_	7,785	7,784	3,892	3,892	4,116	1,947
1.71%	1.71%	36,362	30,930	-	10,306	10,312	5,156	5,156	5,432	2,578
1.66%	1.66%	36,192	30,929	-	10,305	10,312	5,156	5,156	5,263	5,263
1.69%	1.69%	36,254	31,045	-	10,358	10,343	5,172	5,172	5,209	5,209
4.00%	4.47%	39.280	29.615	_	_	10.136	9.740	9.739	9.665	9.665
4.68%	4.68%	17,316	12,707	_	_	4,236	4,236	4,235	4,609	2,114
6.10%	6.10%	88	· -	_	_		· -	-	88	66
4.80%	4.80%	123	-	-	-	_	-	-	123	77
4.50%	4.50%	893	770	-	220	288	134	128	123	93
1.37%	1.39%	1,060	-	-	-	-	-	-	1,060	-
4.31%	4.26%	5,323	3,500	_	_	_	1,750	1,750	1,823	875
8.41%	8.40%	1,040	380	_	_	_	-	380	660	489
1.28	Libor + 0.7%	800	-	-	-	-	-	-	800	400
5.50%	5.50%	18,218	16,114	712	7,154	4,124	2,062	2,062	2,104	1,546
4.20%	4.20%	9,092	9,000	_	_	_	9,000	_	92	-
3.75%	3.75%	31,120	30,025	6,776	12,967	5,187	2,593	2,502	1,095	821
5.00%	5.00%	533	· -		-		· -	-	533	-
1.58%	1.58%	6,390	4,214	_	_		2,107	2,107	2,176	2,176
1.58%	1.58%	7,353	4,849	_	-	_	2,425	2,424	2,504	2,504
3.24%	2.99%	14,906	14,865	-	5,946	5,946	2,973	-	41	-
4.58%	4.00%	700	-	-	-	-	-	-	700	-
5.00%	5.00%	4,000	3,429	-	-	1,143	1,143	1,143	571	571
4.56%	Libor 180+0.5%	2,504	-	-	-	-	-	-	2,504	-
143	10010.270	1,094,821	905,557	405,294	195,364	133,175	89,221	82,503	189,264	59,329

Certain financial obligations place restrictions on management or on the fulfillment of certain financial indicators, as described in Note 36.

As of December 31, 2012, the Company is in compliance with all covenants stipulated by its financial obligations except for the AFLAC financial expense coverage ratio, which remains at negative 6.54. The contract establishes a cure period of 24 months for re-establish compliance with these covenants. During the cure process, once 6 months have passed, CSAV shall provide a guarantee equivalent to the following 3 interest periods in order to extend the cure period by 12 months. Should non-compliance continue after those 12 months have passed, CSAV shall provide an additional guarantee equivalent to one additional interest period, totaling 4 periods. If CSAV restores compliance within the subsequent 6 months, the guarantees shall be returned in full.

Financial Entity	Covenant	Condition	dic-12	dic-11
AFI AC	Leverage Ratio (Consolidated)	Leverage Ratio not greater than 1 (1)	0.99	1.83
AFLAC	Interest Coverage Ratio (ICR)	Minimum 2.5	(6.54)	(30.68)
	Minimum Cash	Minimum ThUS\$ 50,000 (1)	ThUS\$ 212,000	ThUS\$ 173,016
	Indebtedness Ratio (Individual)	Not greater than 1	N/A	N/A
la dayad la anda nayabla	Indebtedness Ratio (Consolidated)	Not greater than 1.2	1.09	2.39
Indexed bonds payable	Unencumbered assets (Individual)	Greater than 1.3	34.91	13.59
	Equity (Net)	Minimum ThUS\$ 350,000	ThUS\$ 865,519	ThUS\$ 604,295
BNP Paribas S.A. (Mandated Lead Arranger) and Crédit Industriel et Commercial (Co-Arrangers)	Equity / Asset Ratio	Minimum 30%	35%	19%
	Debt Service Coverage Ratio	Minimum 1.35	2.05	1.53
	Minimum Cash	Minimum ThUS\$ 150,000	ThUS\$ 212,000	ThUS\$ 173,016
	Minimum cash	Minimum ThUS\$ 150,000	ThUS\$ 212,000	-
	Debt service coverage ratio	Minimum 1.35	2.05	-
	Equity (net)	Minimum ThUS\$ 800,000	ThUS\$ 865,519	-

# (b) Bonds payable

Refers to bonds denominated in UF and placed in Chile.

	Series A 1	Series A 2
Number of bonds issued	190	100
	.,,,	
Face value of each bond	UF 5,000	UF 10,000
Face value of the series	UF 950,000	UF 1,000,000
Placement value (100% of issuance)	UF 908,096	UF 955,891



The interest rate and maturity conditions are as follows:

# As of December 31, 2012

Registry number	Series	Currency	Nominal amount placed	Contractual interest rate	Type of amortization	Country of issuerlssuer	Up to 90 days	More than 90 days	Total current	More than 1 up to 2 years	More than 2 up to 3 years	More than 3 up to 5 years	More than 5 up to 10 years	More than 10 years	Total non-current
274	A-1	U.F.	950,000	0,06	Semi-annual	ChileCompañía Sud Americana de Vapores S.A.	611	3,054	3,665	2,866	2,866	5,732	14,329	2,646	28,439
274	A-2	U.F.	1,000,000	0.06	Semi-annual	ChileCompañía Sud Americana de Vapores S.A.	643	3,214	3,857	3,016	3,016	6,033	15,083	2,785	29,933

# As of December 31, 2011

Regi num		ies	Currency	Nominal amount placed	Contractual interest rate	Type of amortization	Country of issuerlssuer	Up to 90 days	More than 90 days	Total current	More than 1 up to 2 years	More than 2 up to 3 years	More than 3 up to 5 years	More than 5 up to 10 years	More than 10 years	Total non-current
27	'4 A-	1	U.F.	950,000	0.06	Semi-annual	ChileCompañía Sud Americana de Vapores S.A.	-	3,346	3,346	2,624	2,624	5,247	13,117	4,830	28,442
27	'4 A-	2	U.F.	1,000,000	0.06	Semi-annual	ChileCompañía Sud Americana de Vapores S.A.	-	3,521	3,521	2,761	2,761	5,522	13,807	5,084	29,935

# (c) Finance leases

Finance leases payable are detailed as follows:

# As of December 31, 2011

							Intere	st rate									
Taxpayer ID of creditor	Bank or financial institution	Taxpayer ID of debtor	Debtor	Country of debtor	Currency	Type of amortization	Nominal	Effective	Up to 90 days	More than 90 days	Total current	More than 1 up to 2	More than 2 up to 3	More than 3 up to 5	More than 5 up to 10	More than 10 years	Total non-current
97036000-K	Banco Santander	92048000-4	Sudamericana, Agencias Aéreas y Marítimas S.A.	Chile	US\$	At maturity	6.10%	6.10%	54	147	201	-	-				
0-E	Banco Santander Mexicano	0-Е	SAAM Remolques S.A. de C.V.	Mexico	US\$	Quarterly	1.78%	1.60%	394	1,167	1,561	1,476		-			- 1,476
0-E	Banco Santander Mexicano	0-Е	SAAM Remolques S.A. de C.V.	Mexico	Mexican peso	Quarterly	8.25%	8.24%	184	529	713	-	-				
0-E	NMHG Financial Services	0-Е	Florida Terminal International	United States	US\$	Monthly	8.87%	8.87%	31	-	31	-	-				
0-E	NMHG Financial Services	0-Е	Florida Terminal International	United States	US\$	Monthly	10.35%	10.35%	21	-	21	-	-				
0-E	NMHG Financial Services	0-Е	Florida Terminal International	United States	US\$	Monthly	10.19%	10.19%	9		9	_	-				
0-E	NMHG Financial Services	0-E	Florida Terminal International	United States	US\$	Monthly	8.18%	8.18%	22	67	89	55	-				- 55
0-E	NMHG Financial Services	0-E	Florida Terminal International	United States	US\$	Monthly	5.29%	5.29%	27	85	112	98	-		-		- 98
97030000-7	Banco del Estado de Chile	96915330-0	Iquique Terminal Internacional S.A.	Chile	US\$	Monthly	3.00%	3.00%	202	616	818	843	868	3 895	5		2,606
								TOTAL			3,555						4,235

	Minimum future lease payments	Interest	Present value of minimum future lease payments
	ThUS\$	ThUS\$	ThUS\$
Less than one year	3,806	( 251)	3,555
One to five years	4,378	( 143)	4,235
Total	8,184	( 394)	7,790

As of December 31, 2011, SAAM entered into a finance lease agreement with Banco Santander Chile for the lease of two Linde-brand container handlers. The contract expired in November 2012. The total value of the original contract was ThUS\$ 524.

SAAM Remolques holds finance lease agreements for 6 tugboats (RAM Huasteca, Tacuate, Totonaca, Mexica, Jarocho and Purepecha), which expire in 2012 and 2013. The total value of the original agreement is ThUS\$ 18,114.

Iquique Terminal Internacional holds finance lease agreements with variable installments for 1 Gottwald crane, which expire in 2012 and 2013. The total value of the original agreement is ThUS\$ 4,219.

Florida Terminal International held finance lease agreements with variable installments for 5 container cranes that expire in 2012. The total value of the agreement was ThUS\$ 1,933.

# **Note 24 Trade and Other Payables**

Accounts payable are summarized as follows:

Accounts payable primarily represent amounts owed to regular service providers in the Group's normal course of business, detailed as follows:

	As of December 31, 2012 <b>ThUS\$</b>	As of December 31, 2011 <b>ThUS\$</b>
Consortia and other	28,519	35,218
Operating expenses	331,673	454,715
Containers	64,087	64,270
Financial services	132	2,840
Administrative services	21,847	25,867
Dividends	183	214
Other payables	21,703	15,654
Total	468,144	598,778

Other payables include withholding and other miscellaneous payables.



# **Note 25 Provisions**

Provisions are detailed as follows:

Current	Restructuring	Legal Claims	Onerous Contracts	Other Provisions	Total
	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$
Balance as of January 1, 2012 Provisions during the period	204,632 184,402	19,004 14,493	73,145 5,151	10,828 2,672	307,609 206,718
Provisions used  Reversal of unused provisions Increase (decrease) in changes in foreign exchange rates Other increase (decrease)*	( 320,517) - - -	( 12,106) ( 305) ( 8)	( 73,145) - - -	( 2,680) ( 127) 3 ( 144)	408,448) (432) (5) (144)
Current ending balance as of December 31, 2012	68,517	21,078	5,151	10,552	105,298
Non-current					
Balance as of January 1, 2012 Other increase (decrease)*	-	1,882 (1,882)	- -	374 ( 374)	2,256 ( 2,256)
Non-current ending balance as of December 31, 2012	=		-	-	-

<sup>\*</sup> Includes ThUS\$ 134 as current and ThUS\$ 2,256 as non-current for balances of Sudamericana, Agencias Aéreas y Marítimas S.A. that were deducted as a result of the divestment, detailed in Note 29.

Current	Restructuring	Legal Claims	Onerous Contracts	Other Provisions	Total
	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$
Balance as of January 1, 2011	_	15.931	66,514	13.694	96,139
Provisions during the period	204,632	10,839	73,145	2.472	291,088
Provisions used		(7,748)	(66,514)	(5,339)	(79,601)
Increase (decrease) in changes in foreign exchange rates	-	(15)	-	19	4
Other increase (decrease)	-	(3)	-	(18)	(21)
Current ending balance as of December 31, 2011	204,632	19,004	73,145	10,828	307,609
Non-current					
Balance as of January 1, 2011	-	779	-	383	1,162
Increase (decrease) in existing provisions	-	1,103	-	297	1,400
Provisions used	-	-	-	(306)	(306)
Non-current ending balance as of December 31, 2011	-	1,882	-	374	2,256

The provision for legal claims corresponds to estimates of disbursements for losses and damages to cargo being transported. These are expected to be used within a year.

Onerous contracts refer to estimates of services (in-transit voyages) for which there is reasonable certainty that the revenues obtained will not cover the costs incurred at the end of the voyage and, therefore, the voyages are expected to end with operating losses. These are expected to be used within the next two months based on the Company's business cycle.

Provisions for restructuring include estimated costs of discontinued activities, as described in Note 33 Discontinued Operations and Restructuring of Shipping Services. These are expected to be used within a year.

Other provisions primarily include the estimated loss for containers not returned by clients and other parties. These are expected to be used within the next two months based on the Company's business cycle.

#### Note 26 Other Non-financial Liabilities

Other non-financial liabilities are detailed as follows:

	As of Decen	nber 31, 2012	As of Decen	nber 31, 2011
	Current <b>ThUS</b> \$	Non-current <b>ThUS</b> \$	Current <b>ThUS\$</b>	Non-current <b>ThUS</b> \$
Operating revenues in transit Concession contract obligations	55,311	- -	43,639 500	- 16.925
Other	1,832	3,512	831	4,285
Total	57,143	3,512	44,970	21,210

In-transit operating income corresponds to the balance of income recorded as of the reporting date for vessels in transit as of that date.

The concession contract obligation corresponds to the annual fee installments established in the concession contract entered into by the subsidiary Iquique Terminal Internacional S.A. with Empresa Portuaria de Iquique. This obligation has been recorded at current value using an estimated annual discount rate of 6.38%.

# **Note 27 Employee Benefits Obligations**

Benefits expense for the period:

For the years ended December 31,

	2012 ThUS\$	2011 ThUS\$
Salaries and wages	122,433	135,150
Short-term employee benefits	17,779	18,690
Post-employment benefits obligation	3,942	4,440
Other personnel expenses	7,865	8,168
Total benefits expense	152,019	166,448



# b) Employee benefits provision

	As of Decen	As of December 31, 2012		nber 31, 2011
	Current	Non-current	Current	Non-current
	ThUS\$	ThUS\$	ThUS\$	ThUS\$
Vacations payable	6,645	=	9,712	-
Accrued shares	5,082	-	1,274	-
Post-employment benefits	297	837	2,309	12,680
Total	12,024	837	13,295	12,680

The Group's liability with respect to the obligations for post-employment benefits of some subsidiaries is determined using the criteria established in IAS 19.

The actuarial evaluation of post-employment benefits was performed by an independent actuary. The post-employment benefit consists of staff severance indemnities that will be paid to all employees who have signed the collective agreements between the Company and its workers. The obligations that Iquique Terminal Internacional S.A. recognizes for the legal indemnity that it will have to pay to all of its employees at the end of the concession, as well as the obligation of the Mexican subsidiaries where workers are legally entitled to such indemnity, have also been included.

The actuarial valuation is based on the following percentages:

Discount rate used: 5.75% Rate of salary increase: 2%

Average rotation for group: 4.65% (4.05% dismissed)

Mortality table rv-2009 with an adjustment of 30% for purposes of disability Expected return on plan assets: 5% (corresponds to unemployment insurance)

The changes in the obligation payable to staff for post-employment benefits are detailed in the following table:

	As of December 31, 2012	As of December 31, 2011
	ThUS\$	ThUS\$
Present value of defined-benefit plan obligations		
Balance as of January 1 of each year	15,808	12,947
Service expense	=	4,192
Interest expense	=	524
Actuarial gains (losses)	=	50
Effect of change in foreign exchange rate	=	(720)
Paid contributions obligation	=	(19)
Reductions (*)	( 14,546)	=
Termination settlements	=	(1,166)
Total obligation	1,262	15,808
Plan assets		
Balance as of January 1 of each year	(819)	(659)
Expected return on defined-benefit plan assets	-	(193)
Decrease from effect of changes in foreign exchange rates on defined-benefit plan assets	(128)	43
Participant contributions to defined-benefit plan assets	-	(136)
Benefits paid from defined-benefit plan assets	-	63
Settlements from defined-benefit plan assets	819	63
Total plan assets	( 128)	(819)
Total net obligation	1,134	14,989
Current obligation	297	2,309
Non-current obligation	837	12,680

<sup>(\*)</sup> This amount consists of balances maintained by Sudamericana, Agencias Aéreas y Marítimas, which are deducted as a result of the divestment, as mentioned in note 29.

# Note 28 Classes of Financial Assets and Liabilities

		Cur	rent	Non-cu	ırrent	Fair	value
		31/12/12	31/12/11	31/12/12	31/12/11	31/12/12	31/12/11
Specific description of financial asset or liability	Note	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$
Cash and cash equivalents	7	212,000	173,016	-	-	212,000	173,016
Funds held in trust with third parties	8	-	-	=	19,773	-	19,773
Options contracts	8	-	6	=	-	-	6
Exchange rate insurance	8	-	-		109,757	=	109,757
Hedging derivative contracts	8 & 12	-	908	=	-	=	908
Derivative margin guarantees	8	14,425	17,404	=	-	14,425	17,404
Other financial instruments	8	75	1,737	-	8,862	75	10,599
Trade and other receivables	9	304,579	429,677	89	27,277	304,668	456,954
Receivables from related parties	10	3,501	10,587	=	=	3,501	10,587
		534,580	633,335	89	165,669	534,669	799,004
Specific description of financial asset or liability		ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$
Bank loans	23	67,064	189,264	804,410	905,557	873,063	1,098,059
Bonds payable	23	7,522	6,867	58,372	58,377	67,372	66,506
Finance leases	23	· =	3,555	-	4,235	· =	7,790
Hedge liabilities	23	520	250	=	653	520	903
Other financial liabilities	23	-	2	=	=	=	2
Trade and other payables	24	468,144	598,778	=	=	468,144	598,778
Payables to related companies	10	22,805	368,383	-	26	22,805	368,409
		566,055	1,167,099	862,782	968,848	1,431,904	2,140,447



Interest rates used to determine fair value

The average interest rates used to determine the fair value of financial liabilities as of December 31, 2012 and 2011 are summarized below:

	December 31, 2012	December 31, 2011
Variable rate financial liabilities	Libor + 3.12%	Libor + 2.67%
Fixed rate financial liabilities	6.16%	6.34%

Other financial assets and liabilities are recorded at fair value or their carrying amount is a reasonable approximation of their fair value.

Bank loans have been valued in accordance with IFRS 7 using level 2 inputs (i.e. market interest rates for similar transactions).

All other financial assets and liabilities have been valued in accordance with IFRS 7 using level 1 inputs (i.e. market value).

# **Note 29 Equity and Reserves**

A) 2012

(a) Capital

Paid-in capital amounts to US\$ 2,305,309,024.91, equivalent to 8,717,953,531 subscribed and paid shares.

b) Issuance of Shares

During the first quarter of 2012, the Company completed the second share issuance, initiated in 2011 (see note 29, B (2011) (d), (II)).

The ordinary period for exercising the right of first refusal on these shares was from December 19, 2011 to January 17, 2012, during which 3,222,357,834 shares were placed, equivalent to US\$ 658,972,177.

On January 25, 2012, CSAV placed 630,000,000 shares to third parties through an auction on the Santiago Stock Exchange, raising US\$ 128,835,000.00 in this stage.

The shares that were either not subscribed and paid during this period or resulted from fractions of shares remaining after prorating shares among shareholders, were offered in a second round between February 10 and 15, 2012, placing 2,015,612,826 shares, equivalent to US\$ 412,192,823.

At the end of these periods, 5,867,970,660 shares (100%) have been subscribed and paid, equivalent to US\$ 1,200,000,000.00.

### (c) Divestment of Compañía Sud Americana de Vapores S.A.:

In an extraordinary general shareholders' meeting held on October 5, 2011, shareholders approved the spin-off of the Company through the formation of a new publicly-held corporation called Sociedad Matriz SAAM S.A., subject to the following conditions.

- (i) that at least US\$ 1,100,000,000 is subscribed and paid (i.e. collected) as part of the capital increase indicated in point A) (b) (II) above; and
- (ii) that consent is obtained from third parties that, given the contractual obligations assumed by the Company or Sudamericana, Agencias Aéreas y Marítimas S.A., must consent to the divestment or to which some right is granted under the respective contracts.

On February 15, 2012, as both conditions had been met, the Company was divested. (See Note 29, B (2011) (c)).

This divestment resulted in a capital reduction of Compañía SudAmericana de Vapores S.A. of ThUS\$ 603,349 (the same as SM-SAAM's capital), leaving the Company's equity as follows after the capital increase and first quarter results:

Equity attributable to owners of parent	818,880
Other Reserves	(12,323)
Retained earnings (accumulated losses)	(1,474,106)
issued capital	2,305,309

### B) 2011

# (a) Capital

Paid-in capital as of December 31, 2011 amounts to US\$ 1,691,993,302.37, equivalent to 2,850,852,624 subscribed and paid shares.

# (b) Capital Increase Agreements

(I) In an Extraordinary General Shareholders' Meeting held April 08, 2011, shareholders agreed to the following:

To nullify the 212,687,896 outstanding shares that were part of the capital increase approved in the Extraordinary General Shareholders' Meeting held August 27, 2010, thus leaving the Company's capital at the amount effectively subscribed and paid of US\$ 1,171,704,224.84, divided into 2,029,258,896 single-series shares with no par value;

- b. To capitalize the equity account share premium for US\$ 23,782,642.90 reflected in the Company's statement of financial position as of December 31, 2010, resulting in paid-in capital of US\$ 1,195,486,867.74, divided into 2,029,258,896 single-series shares with no par value, fully subscribed and paid;
- c. Increase capital from US\$ 1,195,486,867.74, divided into 2,029,258,896 single-series shares with no par value, fully subscribed and paid, to US\$ 2,195,486,867.74, divided into 3,561,290,615 single-series shares with no par value;



The Company will increase capital by US\$ 1,000,000,000 by issuing 1,532,031,719 shares. These shares must be issued, subscribed and paid by April 8, 2014;

- d. To adopt the reforms to the Company's by-laws and any other agreements that are necessary or appropriate in order to carry out any of the decisions made by shareholders.
- (II) In an Extraordinary General Shareholders' Meeting held October 5, 2011, shareholders agreed to the following:
- a. To recognize the capital reduction, in conformity with article 26 of the Corporations Law, of the good-will of US\$ 37,407,574.86 resulting from placing 820,723,975 shares, issued as part of the capital increase approved by shareholders at the Extraordinary Shareholders' Meeting held April 8, 2011, leaving paid-in capital at US\$ 2,158,079,292.88, divided into 3,561,290,615 single-series shares with no par value;
- b. To nullify the 711,307,744 outstanding shares that were part of the capital increase approved in the Extraordinary General Shareholders' Meeting held April 8, 2011, thus leaving the Company's capital at the amount effectively subscribed and paid of US\$ 1,693,788,811.63, divided into 2,849,982,871 single-series shares with no par value;
- c. To subtract US\$ 1,973,373.72 from paid-in capital for share issue and placement expenses so that the balance of this account is US\$ 1,691,815,437.91, divided into 2,849,982,871 single-series shares with no par value;
- d. To increase capital from US\$ 1,691,815,437.91, divided into 2,849,982,871 single-series shares with no par value, fully subscribed and paid, to US\$ 2,891,815,437.91, divided into 9,736,791,983 single-series shares with no par value;

The Company will increase capital by US\$ 1,200,000,000 by issuing 6,886,809 shares. They must be issued, subscribed and paid by October 5, 2014.

- e. To adopt the reforms to the Company's by-laws and any other agreements that are necessary or appropriate in order to carry out any of the decisions made by shareholders.
- (c) Agreements to Spin off Compañía Sud Americana de Vapores S.A.:

In an Extraordinary General Shareholders' Meeting held October 5, 2011, shareholders agreed to the following:

Subject to compliance of the conditions precedent and the other terms indicated below, the spin-off of the Company is approved. A new publicly-held corporation called Sociedad Matriz SAAM S.A. will be created. It will be domiciled in Santiago and its by-laws are contained in a separate deed. Nevertheless, the current company Compañía Sud Americana de Vapores S.A. will continue as a going concern.

As a result of and for the purposes of the spin-off, and also subject to the same conditions and other indicated terms, a capital reduction of US\$ 586,506,413 was approved (from US\$ 2,891,815,437.91 to US\$ 2,305,309,024.91), maintaining the same number and type of shares issued after the capital increase indicated in number (II) of section (I) above; the portion of paid-in capital corresponding to the same capital increase will also be wholly maintained.

As a result of that capital reduction, paid-in capital will be as follows: US\$ 2,305,309,024.91, divided into 9,736,791,983 single-series shares with no par value, of which (a) US\$ 1,105,309,024.91, corresponding to 2,849,982,871 shares, have been fully subscribed and paid and (b) US\$ 1,200,000,000, corresponding to 6,886,809,112 shares, must be subscribed and paid by October 5, 2014.

The amount and shares referred to in the preceding paragraph correspond to the capital increase indicated in point A) (b) (II) of this same note. Likewise, and consequently, the corporate by-laws were once again adjusted based on paid-in capital.

The spin-off, capital reduction and adjustment to the corporate by-laws referred to in this section shall take effect once the following conditions precedent are fulfilled:

- (i) that at least US\$ 1,100,000,000 is subscribed and collected as part of the capital increase indicated in point A) (b) (II) above; and
- (ii) that consent is obtained from third parties that, given the contractual obligations assumed by the Company or Sudamericana, Agencias Aéreas y Marítimas S.A., must consent to the spin-off or to which some right is granted under the respective contracts.
- (d) Issuance of Shares.
- (I) First share issuance

On May 24, 2011, the issuance of 834,684,211 single-series shares with no par value was registered in the SVS Securities Registry (No. 926) for US\$ 544,821,755.68 with a charge to the aforementioned capital increase.

The term for issuing, subscribing and paying these shares is three years from April 8, 2011.

The funds obtained from this share issuance will be used to strengthen the Company's capital structure and may be used to purchase vessels and for the Company's general operations.

This issuance was offered to the Company's shareholders, who had the right to subscribe 0 new shares for each share registered in the Shareholders' Registry as of May 26, 2011. These shares were offered for Ch\$285 per share and fully paid upon subscription in cash, cashier's check, electronic transfer or any other such instrument payable on demand.

That share price (Ch\$285 per share) is the weighted average price of transactions registered in the Santiago Stock Exchange during the months of March and April 2011 (Ch\$333.49 per share), less a discount of approximately 14.5% as a special incentive to participate in the capital increase.

The ordinary period for exercising the right of first refusal on these shares was from June 1, 2011 to June 30, 2011.

All shares not subscribed and paid during this period and fractions of shares remaining after prorating shares among shareholders were offered only to those shareholders who had previously expressed their desire to subscribe additional shares. The additional periods were from July 6, 2011 to July 12, 2011 and July 19, 2011 to July 25, 2011.



At the end of these additional periods, 820,723,975 shares (of a total of 834,684,211 shares issued), or 98.33%, had been subscribed and paid, equivalent to US\$ 498,301,943.89.

# (II) Second share issuance

At an Extraordinary Shareholders' Meeting held October 5, 2011, shareholders of Compañía Sud Americana de Vapores S.A. agreed to increase the Company's capital by US\$ 1,200,000,000 by issuing 6,886,809,112 single-series shares with no par value.

On December 9, 2011, the issuance of 5,867,970,660 single-series shares with no par value was registered in the SVS Securities Registry (No. 943) for US\$ 1,022,493,887.50 with a charge to the aforementioned capital increase.

The term for issuing, subscribing and paying these shares is three years from October 5, 2011.

This issuance is offered preferentially to the Company's shareholders, who have the right to subscribe 2.0589494483 new shares for each share registered in the Shareholders' Registry as of December 13, 2011. These shares were offered for US\$ 0.2045 per share and must be fully paid upon subscription in US dollars, either in cash or by cashier's check, check or electronic transfer available immediately; or in pesos, legal tender in Chile, using the "observed dollar" exchange rate published by the Chilean Central Bank in the Official Gazette on the respective date of payment, either in cash or by cashier's check, check or electronic transfer or any other such instrument payable on demand.

That share price (US\$ 0.2045 per share) is the weighted average price of transactions registered in the Santiago Stock Exchange during the month of October 2011 of Ch\$ 129.78 per share (equivalent to US\$ 0.25361 per share) using the average "observed dollar" exchange rate published in October, less a discount of approximately 19.4% as a special incentive to participate in the capital increase.

The ordinary period for exercising the right of first refusal on these shares was from December 19, 2011 to January 17, 2012.

Once the legal, 30-day period for the right of first refusal has elapsed, any shares not subscribed and not paid by shareholders or their assignees and those resulting from fractions of shares remaining after prorating shares may be offered to third parties using one of the share placement systems set forth in the Santiago Stock Exchange's Operations Manual, based on the timeline and amounts deemed reasonable by the Board of Directors, which is broadly authorized to determine such procedures (the "Third-Party Placement").

Once the Third-Party Placement has been completed, any shares not subscribed and not paid during that third-party placement may be offered in a Second Round for Shareholders, but only to those shareholders that expressed an interest in subscribing additional shares and that subscribed all of the shares to which they were entitled during the right of first refusal period. This additional period will last six calendar days, which will be communicated in a timely fashion.

Once the 6-day Second Round for Shareholders has been completed, any shares not subscribed and not paid during that period and those resulting from fractions of shares remaining after prorating shares may be offered in a Third Round for Shareholders, but only to those shareholders that expressed an interest in subscribing additional shares and that subscribed all of the shares to which they were entitled during the Second Round for Shareholders. This additional period will last six calendar days, which will be communicated in a timely fashion.

If necessary, the Board of Directors may conduct additional rounds in the terms indicated above, until the anticipated objective is reached.

If after applying the procedures above for a given share issuance any unplaced shares remain from that issuance, they may be offered freely to shareholders and/or third parties based on the timeline and amounts deemed reasonable by the Board of Directors, which is broadly authorized to determine such procedures. In any event, shares may not be sold to third parties at values and conditions that are more favorable than the preferential offer to shareholders with the right of first refusal, notwithstanding the last paragraph of article 29 of the Corporations Regulations.

If the Board of Directors deems it necessary to place shares through the Second Round and/or Third Round placements described above, they are broadly authorized to freely offer and place remaining shares to shareholders and/or third parties under the terms indicated above, as applicable.

As of December 31, 2011, 869,753 shares have been subscribed and paid, equivalent to US\$ 177,864.46. Therefore, paid-in capital amounts to 2,850,852,624 subscribed and paid shares, equivalent to US\$ 1,691,993,302.37.

#### C) The movement in shares is detailed as follows:

Series	Number of subscribed	Number of paid	Number of shares with voting rights
	shares	shares	
Single	8,717,953,531	8,717,953,531	8,717,953,531
In number of shares		2012 Common shares	2011 Common shares
Issued as of January 1 Issued for cash		2,850,852,624 5,867,100,907	2,029,258,896 821,593,728
Issued as of December 31		8,717,953,531	2,850,852,624

### D) Share issuance costs

As of December 31, 2012, share issuance costs include ThUS\$ 4,150 for legal advisory services and expenses, presented within the equity account "other reserves". As of December 31, 2011, share issuance costs include ThUS\$ 32 for legal advisory services and expenses, presented within the equity account "other reserves".



# E) Other Reserves

Reserves are detailed as follows:

	As of December 31, 2012	As of December 31, 2011
	ThUS\$	ThUS\$
Translation adjustment reserve Hedge reserve	( 3,058) ( 416)	29,810 ( 116)
Reserve for gains and losses on defined benefit plan Other reserves	( 4,143)	365 58
Total reserves	(7,617)	30,117

Explanation of movements:

Translation Adjustment Reserve

The translation adjustment reserve includes all exchange differences that arise from the translation of the financial statements of foreign operations from functional currency to reporting currency.

The balance and movement of the translation adjustment reserve are explained as follows:

	As of December 31, 2012	As of December 31, 2011
	ThUS\$	ThUS\$
Beginning balance	29,810	44,520
Variation in associates (Note 16)	(53)	(3,596)
Sudamericana Agencias Aéreas y Marítimas S.A. and Subsidiaries	-	( 9,724)
Other investments	( 325)	( 1,390)
Other changes (*)	( 32,490)	-
Total	( 3,058)	29,810

<sup>(\*)</sup> Other changes in the translation reserve correspond almost entirely to balances of Sudamericana, Agencias Aéreas y Marítimas, which are deducted as a result of the aforementioned spin-off.

# Cash Flow Hedge Reserve

The hedge reserve includes the effective portion of the net accumulated effect on fair value of cash flow hedging instruments related to hedged transactions that have not yet taken place. The movement during the period is explained by the realization of accounting hedges recognized in equity at the beginning of the period.

The balance and movement of this reserve are explained as follows:

	As of December 31, <b>2012</b>	As of December 31, <b>2011</b>
	ThUS\$	ThUS\$
Beginning balance	(116)	( 1,750)
Amount realized during the period	( 740)	1,382
Increase from cash flow hedge derivatives	(416)	252
Other changes	856	-
Total	( 416)	( 116)

Reserve for Actuarial Gains and Losses on Post-Employment Benefits

The reserve for actuarial gains on post-employment benefits consists of the variation in the actuarial values of the post-employment benefits provision.

The balance and movement of this reserve are explained as follows:

	As of December 31, <b>2012</b>	As of December 31, <b>2011</b>
	ThUS\$	ThUS\$
Beginning balance	365	434
Increase from variations in values of post employment provision	-	(69)
Other changes	( 365)	-
Total	-	365

# F) Dividends and Retained Earnings (Accumulated Losses)

The dividend policy is described in Note 3.23. Profits to be distributed will be determined in accordance with SVS Ruling 1945 and are detailed as follows: As of December 31, 2012 and 2011, the Company has not recorded a provision for the minimum mandatory dividend because of the losses recorded for the period.

On April 28, 2011, final dividend No. 321 was paid, amounting to Ch\$ 7.69228122 per share, totaling US\$ 32,983,908.52 charged to net income for 2010.

Net distributable income is determined on the basis of "net income attributable to equity holders of parent" presented in the Statement of Income by Function for each reporting period. This profit shall be adjusted to reflect all gains generated from variations in the fair value of certain assets and liabilities that have not been realized or accrued as of year-end. Thus, these gains will be incorporated into the determination of net distributable income in the year in which they are realized or accrued.



The Company also maintains records of those gains described above that, as of each year or quarter end, have not been realized or accrued.

The Company has decided to maintain adjustments from first-time adoption of IFRS, included in retained earnings as of December 31, 2009, as non-distributable profits or gains. For the purpose of determining the balance of distributable retained earnings or accumulated deficit, separate records are kept for these first-time adoption adjustments and they are not considered in determining that balance. Nevertheless, when any of the amounts considered in the first-time adjustments are realized or accrued, as indicated above, they are included in the determination of net distributable income for the respective year.

The following table details how distributable income is determined:

	As of December 31, <b>2012</b>	As of December 31, <b>2011</b>
	ThUS\$	ThUS\$
Initial distributable net profit	(1,184,936)	109,947
Distributed dividends	-	(32,984)
Profit (loss) attributable to owners of parent	(313,611)	(1,249,775)
Other adjustments to retained earnings for the period	-	(12,124)
Adjusted distributable profit (loss)	(1,498,547)	(1,184,936)
Retained earnings (accumulated deficit)	(1,442,255)	(1,136,638)

# Note 30 Operating Revenues, Cost of Sales and Administrative Expenses

Operating revenues are detailed in the following table:

	December 31,			
	2012 ThUS\$	2011 ThUS\$		
Maritime cargo transport	3,431,782	4,795,916		
Total	3,431,782	4,795,916		

For the years ended

### Cost of sales is detailed in the following table:

For the years ended December 31,

	2012 ThUS\$	2011 ThUS\$
Operating costs Operating depreciation and amortization Other	(3,332,262) (54,747) (1,402)	( 5,582,456) ( 46,598) ( 1,486)
Total	(3,388,411)	( 5,630,540)

As indicated in note 3.17, upon the implementation of International Financial Reporting Standards (IFRS), revenue and cost of sales for maritime services in-transit are recognized in the statement of income based on the degree of completion.

For vessels not considered onerous contracts, income is recognized only to the extent that the related costs (incurred) can be recovered, and as a result the Company conservatively recognizes income and expenses for the same amount.

These changes required the recognition of income and expenses of ThUS\$ 8,102 for the year ended December 31, 2012, and income and expenses of ThUS\$ 20,644 for the year ended December 31, 2011, which form part of revenue and cost of sales, as indicated above.

Should the Company determine that a service will produce a loss, it shall be provisioned in cost of sales (onerous contract) without recording its income and expense separately.

Administrative expenses are detailed as follows:

For the years ended December 31,

	2012 ThUS\$	2011 ThUS\$
Staff payroll expenses	( 157,080)	( 166,447)
Administrative advisory services expenses	(18,101)	(11,951)
Communications and reporting expenses	( 23,575)	(24,479)
Depreciation and amortization	(4,603)	(4,685)
Other	( 42,485)	(55,358)
Total	( 245,844)	( 262,920)



# **Note 31 Finance Income and Expenses**

Finance income and expenses are detailed in the following table:

For the years ended December 31,

	2012 ThUS\$	2011 ThUS\$
Finance income		
Interest income from time deposits	673	1,765
Other finance income	1,088	740
Total	1,761	2,505
Finance costs		
Interest costs on financial obligations	(37,937)	(28,772)
Interest costs on other financial instruments	(1,007)	(4,067)
Other finance costs	(5,134)	( 3,429)
Total	( 44,078)	( 36,268)

As of December 31, 2012, the Group does not recognize any finance income or expenses in equity.

# **Note 32 Exchange Differences**

Exchange differences generated by items in foreign currency, other than differences generated by financial investments at fair value through profit and loss, were credited (charged) to income for the period according to the following table:

	For the ye Decem	
	2012 ThUS\$	2011 ThUS\$
Cash and cash equivalents	( 2,541)	( 1,397)
Trade and other receivables, net	(12)	5,334
Receivables from related parties	1,314	(1,499)
Current tax receivables	(1,086)	(2,395)
Other assets	40	(27)
Other financial assets	(37)	(1)
Other equity method investments	-	(9)
Investments in equity method associates	-	(123)
Total Assets	( 2,322)	(117)
Interest-bearing loans	(5,368)	7,294
Trade and other payables	( 2,519)	2,969
Payables to related parties	( 664)	638
Provisions	128	9
Tax payables	( 1,122)	247
Other liabilities	275	(86)
Post-employment benefits obligation	1,121	13
Total Liabilities	( 8,149)	11,084
Total Exchange Differences	(10,471)	10,967

# **Note 33 Discontinued Operations and Restructuring of Shipping Services**

A) Discontinued Operations and Restructuring of Shipping Services

During the second quarter of 2011, as a result of adverse market conditions, the Company decided to refocus its commercial strategy on shipping services to strengthen its most important markets. As part of a major restructuring plan, the Company closed certain transportation services, significantly modified operations for other continuing services and signed important joint operating agreements with other shipping carriers.

The main objectives of this restructuring process include:

- (i) reducing CSAV's exposure to shipping industry volatility, particularly for routes and services where the Company has fewer competitive advantages. The implemented plan reduces the Company's cargo transport capacity by more than 40% during the year 2011.
- (ii) increasing the Company's efficiency by operating larger vessels along each of its routes and services through strategic alliances with industry leading companies. This new strategic definition has led the Company to increase its volume of joint operations from close to 30% in mid-2011 to over 95% to date.
- (iii) increasing the proportion of its own fleet by reducing its operated capacity and with support from the vessel investment plan, financed in part with capital increases. This initiative enabled CSAV to expand the transportation capacity of its proprietary fleet from 8% as of year-end 2010 to around 37% in December 2012.
- (iv) substantially improving the Company's organizational structure and implementing processes and information systems that improve visibility, increase the degree of responsibility and decentralize the structure, as well as the Company's decision-making capacity and ability to integrate with clients. This plan has resulted in the elimination of three hierarchical levels, lay-offs of around 700 employees throughout the world and boosts to IT projects and processes such as the contribution and pricing systems.

Implementation of this plan was completed during 2012. As a result, during 2012 CSAV attained the structure and operating scale that it was seeking for its shipping services.

Regarding the excess capacity of vessels and containers resulting from this restructuring, during the twelve-month period ended December 31, 2012, the loss from discontinued operations reached ThUS\$ 143,894 before taxes, which is explained by onerous vessel and container sublease agreements signed during the period (ThUS\$ 115,234), of which ThUS\$ 33,277 was recorded in the last quarter of 2012; by the net reversal of provisions (ThUS\$ 40,510) and by additional provisions (ThUS\$ 69,170). This last item is comprised of ThUS\$ 57,707 in additional provisions established in the first half of 2012 for excess fleet capacity and ThUS\$ 11,463 for costs that the Company estimates it will incur for excess fleet capacity in 2013.



The aforementioned additional provision was recorded during the fourth quarter of 2012 and is the last provision for this restructuring process. The aforementioned provision of ThUS\$ 11,463, in line with the criteria indicated above, was calculated considering that the Company may sublease its excess capacity at market prices based on its subleasing experience since 2011. This is in addition to the provision established during the first half of 2012 for ThUS\$ 57,707, giving total provisions of ThUS\$ 69,170 for the year.

The main revenue and expenses (costs) that explain the losses from discontinued operations are detailed as follows:

	2012	2011
	ThUS\$	ThUS\$
New onerous contracts (subleases)	(115,234)	(108,500)
Additional provisions	(69,170)	(109,620)
Direct expenses	-	(88,690)
Net reversal of provisions	40,510	-
Loss from discontinued operations, before taxes	(143,894)	(306,810)
Tax expense for discontinued operations	17,713	26,851
Loss from discontinued operations	(126,181)	(279,959)

During 2012, the Company used and reversed provisions of ThUS\$ 196,302 from the year 2011 and ThUS\$ 124,215 from the year 2012. As of December 31, 2012 and 2011, the balance of the restructuring provision was ThUS\$ 68,518 and ThUS\$ 204,632, respectively (see Note 25).

The net operating cash flows from discontinued operations for the year 2012 amounted to ThUS\$ 280,009.

CSAV's management believes that these restructuring measures and the resulting nonrecurring losses from discontinued operations, together with a reasonable normalization of markets, will enable the Company to improve its position and earnings.

# B) Operations Discontinued after Divestment.

As indicated in notes 15 and 29, on February 15, 2012, the Company was spun off, transferring all shares of the subsidiary Sudamericana, Agencias Aéreas y Marítimas S.A., to a new company, Sociedad Matriz SAAM S.A., created for such purposes. This divestment resulted in the discontinuation of the vessel and cargo services business as of that date. As indicated in IFRS 5, to enhance the comprehension and comparability of the financial statements, the income statement has been restated for the year ended December 31, 2011.

Profit or loss from the vessel and cargo services segment (SAAM) is presented as profit (loss) from discontinued operations, totaling ThUS\$ 63,764.

The main impacts on the statements of income and cash flows from discontinuing the vessel and cargo services segment (SAAM) are detailed as follows:

	For the year ended December 31, 2011 <b>ThUS\$</b>
STATEMENT OF INCOME	
Operating revenue	425,840
Cost of sales	(316,446)
Gross margin	109,394
Administrative and other expenses	(31,504)
Profit (loss), before taxes	77,890
Income tax expense	(14,126)
Profit (loss) for the period	63,764
STATEMENT OF CASH FLOWS	ThUS\$
Net cash flows provided by (used in) operating activities	61,382
Net cash flows provided by (used in) investing activities	(85,286)
Net cash flows provided by (used in) financing activities	960
Effects of changes in foreign exchange rate on cash and cash equivalents	236
Net cash flows for the period	(22,708)



# **Note 34 Chilean and Foreign Currency**

# **Current Assets**

	Currency	12.31.2012 <b>Amount</b> <b>ThUS</b> \$	12.31.2011 Amount ThUS\$
Cash and cash equivalents	CLP	6,078	8,171
	USD	155,992	124,264
	EUR	19,744	10,277
	BRL	8,812	6,979
	YEN	181	234
	OTHER	21,193	23,091
Other financial assets (current)	USD	14,101	19,474
	EUR	171	21
	OTHER	228	560
Other non-financial assets (current)	CLP	177	482
	USD	20,632	46,549
	EUR	218	248
	BRL	18	979
	OTHER	1,386	3,357
Trade and other receivables (current)	UF CLP USD EUR BRL YEN OTHER	8,508 237,805 28,787 10,770 583 18,126	30 43,578 312,289 23,801 20,119 479 29,381
Receivables from related parties	CLP	50	596
	USD	3,451	9,923
	BRL	-	23
	OTHER	-	45
Inventory	CLP	95	382
	USD	82,400	125,172
	BRL	-	2,034
	OTHER	-	2,234
Current tax assets	CLP	1,344	8,572
	USD	2,809	9,358
	EUR	1,220	1,486
	BRL	805	4,846
Non-current assets or disposal groups classified as held for sale	OTHER	7,697	15,449
	CLP	-	76
TOTAL CURRENT ASSETS	UF CLP USD EUR BRL YEN OTHER	16,252 517,190 50,140 20,405 764 48,630	30 61,857 647,029 35,833 34,980 713 74,117
	Total	653,381	854,559

# **Non-Current Assets**

	Currency	12.31.2012 Amount ThUS\$	12.31.2011 Amount ThUS\$
Other financial assets (non-current)	CLP	246	128
	USD	83,913	137,816
	EUR BRL	7 409	- 440
	BKL	409	448
Other non-financial assets (non-current)	UF	25	39
	CLP	-	32
	USD	9,831	8,713
	EUR BRL	134	144 6
	OTHER	96	31
Rights receivable (non-current)	UF	-	3,174
	CLP USD	89	1,270
	03D	-	22,833
Equity method investments	CLP	-	37,090
	USD	11,734	123,159
Intangible assets other than goodwill	CLP	_	988
	USD	74	62,181
	EUR	380	596
	OTHER	212	180
Goodwill	USD	85,118	100,223
dodawiii	EUR	12,483	12,242
	BRL	5,143	5,143
Droporty plant and aguinment	CLP		102 200
Property, plant and equipment	USD	- 1,300,883	103,380 1,460,537
	EUR	1,504	1,890
	BRL	2,469	9,954
	OTHER	2,948	3,664
Investment property	CLP	-	3,536
Deferred tax assets	CLP	190	3,928
	USD	310,038	218,810
	EUR	156	293
	BRL	=	968
	OTHER	1,187	1,554
TOTAL NON-CURRENT ASSETS	UF	25	3,213
	CLP	525	150,352
	USD	1,801,591	2,134,272
	EUR	14,664	15,165
	BRL OTHER	8,021 4,443	16,519 5,429
	Total	1,829,269	2,324,950
TOTAL ASSETS		12.31.2012	12.31.2011
	Currency	Amount	Amount
	UF	ThUS\$	ThUS\$
	CLP	25 16,777	3,243 212,209
	USD	2,318,781	2,781,301
	EUR	64,804	50,998
	BRL	28,426	51,499
	YEN	764	713
	OTHER	53,073	79,546
	Total	2,482,650	3,179,509
		<u> </u>	



# **Current Liabilities**

		12.3	31.2012	12.3	31.2011
		Up to 90 days	90 days to 1 year	Up to 90 days	90 days to 1 year
	Currency	Amount <b>ThUS</b> \$	Amount <b>ThUS</b> \$	Amount <b>ThUS\$</b>	Amount <b>ThUS</b> \$
Other financial liabilities (current)	UF	1,254	6,268	98	7,103
,	CLP	-	-	1	-
	USD	33,773	30,460	130,144	57,358
	BRL	-	-	533	-
	YEN	3,351	-	-	3,328
	OTHER	-	-	355	1,018
rade and other payables	CLP	19,599	-	33,318	7,385
	USD	302,284	8,531	376,772	21,956
	EUR	43,315	· _	47,121	· _
					6.016
	BRL	28,648	-	29,384	6,916
	YEN	1,400	1 270	2,231	12.507
	OTHER	63,088	1,279	61,108	12,587
ayables to related parties (current)	CLP	1,675	-	3,361	-
	USD	21,130	-	364,984	-
	OTHER	-	-	38	-
Other provisions (current)	CLP	_	<u>-</u>	73	_
(-2)	USD	104,511	_	304,849	269
	EUR	258	_	201	382
	BRL	182	_	-	-
	OTHER	323	24	-	1,835
Current tax liabilities	CLP		_	616	126
urrent tax habilities		- 770		616	136
	USD	770	903	2,571	498
	EUR	2	-	541	-
	BRL OTHER	58 6,708	220	176 9,038	- 427
	OTTLEN	0,708	220	9,036	427
		12.	31.2012	12.3	1.2011
		Up to 90 days	90 days to 1 year	Up to 90 days	90 days to 1 year
	Currency	Amount	Amount	Amount	Amount
		ThUS\$	ThUS\$	ThUS\$	ThUS\$
current provisions for employee benefits	CLP	3,410	11	3,866	2,322
	USD	6,067	-	1,913	30
	EUR	129	548	1,672	86
	BRL	1,214	25	1,976	781
	OTHER	585	35	490	159
Other current non-financial liabilities	UF	-	-	_	11
	CLP	_	_	23	_
	USD	55,490	469	43,447	378
	EUR	81	_	87	_
	BRL	-	_	949	_
	OTHER	934	169	-	75
OTAL CURRENT LIABILITIES	UF	1,254	6,268	98	7,114
OTAL CONNENT LIABILITIES	CLP	24,684	0,200		
				41,258	9,843
	USD	524,025	40,363	1,224,680	80,489
	EUR	43,785	548	49,622	468
	BRL YEN	30,102	25	33,018	7,697
	V I I I	4,751	-	2,231	3,328
			4 707		
	OTHER Total	71,638 <b>700,239</b>	1,727 <b>48,942</b>	71,029 <b>1,421,936</b>	16,101 <b>125,040</b>

# **Non-Current Liabilities**

12.31.2012	12.31.2011
8.4 - 1 - 21	Address of the control of the contro

	Currency		Maturity				Mai	turity	
Currency		1 to 3 years Amount	3 to 5 years Amount	5 to 10 years Amount	More than 10 years Amount	1 to 3 years Amount	3 to 5 years Amount	5 to 10 years Amount	More than 10 years Amount
		ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$
Other financial liabilities (non-current)	UF	11,764	11,765	29,412	5,431	5,513	16,576	27,144	9,914
	USD	116,450	114,880	192,370	101,932	85,120	223,737	195,144	93,687
	YEN	-	-	-	278,778	-	-	-	311,607
	OTHER	=	=	=	=	380	=	=	=
Payables to related parties	USD	=	-	-	-	26	-	=	=
Other provisions (non-current)	USD	-	-	-	-	-	-	78	-
	BRL	-	-	-	-	1,882	-	-	-
	OTHER	-	-	-	-	22	-	274	-
Deferred tax liabilities	CLP	-	-	-	-	460	108	4,670	3,678
	USD	810	-	-	-	10,664	-	84	2,560
	EUR	4	-	-	-	7	-	-	-
	BRL	-	-	-	-	799	-	-	-
	OTHER	5	=	=	=	214	=	=	=
Employee benefit provisions (non-	CLP	=	=	=	=	1,622	1,684	3,574	4,282
current)	USD	-	_	-	-	516	-	-	_
	EUR	66	-	319	-	308	-	124	-
	OTHER	247	-	205	-	258	-	312	=
			12.3	1.2012			12.3	1.2011	

	Currency	12.31.2012 Maturity			12.31.2011 Maturity				
		1 to 3 years Amount		5 to 10 years Amount	More than 10 years Amount	1 to 3 years Amount	3 to 5 years Amount	5 to 10 years Amount	More than 10 years Amount
		ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$
Other non-current non-financial liabilities	CLP	284	-	-	-	250	-	=	=
	USD	3,164	-	-	-	5,058	1,249	3,910	10,665
	EUR	-	-	-	-	78	-	-	-
	OTHER	64	-	-	-	-	-	-	-
TOTAL NON-CURRENT LIABILITIES									
	UF	11,764	11,765	29,412	5,431	5,513	16,576	27,144	9,914
	CLP	284	=	=	=	2,332	1,792	8,244	7,960
	USD	120,424	114,880	192,370	101,932	101,384	224,986	199,216	106,912
	EUR	70	-	319	-	393	-	124	-
	BRL	-	-	-	-	2,681	-	-	-
	YEN	-	-	-	278,778	-	-	-	311,607
	OTHER	316	-	205	=	874	=	586	=
Total		132,858	126,645	222,306	386,141	113,177	243,354	235,314	436,393



# Note 35 Earnings (Loss) per Share

Earnings (loss) per share as of December 31, 2012 and 2011 are determined as follo

	12.31.2012	12.31.2011
Profit (loss) attributable to net owners of parent	(313,611)	(1,249,775)
Weighted average number of shares	8,277,986,751	2,501,648,817
Earnings (loss) per share US\$	( 0.04)	( 0.50)
Number of shares	12.31.2012	12.31.2011
Issued as of January 1	2,850,852,624	2,029,258,896
Shares from capital issuance	5,867,100,907	821,593,728
Issued as of period end	8,717,953,531	2,850,852,624
Weighted average number of shares	8,277,986,751	2,501,648,817

# **Note 36 Contingencies and Commitments**

- A) Compañía Sud Americana de Vapores S.A.
- a.1) Guarantees Granted
- a.1.1) Deutsche Schiffsbank Loan M/V Mapocho

On December 31, 2012, the Company repaid the outstanding balance of ThUS\$ 15,615 on the loan from Deutsche Schiffsbank, which had been granted on February 14, 2003. This loan was used to finance the acquisition of the M/V Mapocho. The book value of the vessel as of December 31, 2012 is ThUS\$ 4,551.

The naval mortgage established on the vessel as collateral for the principal due on the loan from Deutsche Schiffsbank is in the process of being released.

a.1.2) American Family Life Assurance Company of Columbus

On August 1, 2003, the Company became guarantor and joint debtor of its subsidiary Tollo Shipping Co. S.A. of Panama, in a loan agreement with the Japanese agency of American Family Life Assurance Company of Columbus (AFLAC) for JPY 24,000,000,000 (twenty four billion yen), equivalent at that time to US\$ 201,850,294 (two hundred one million, eight hundred fifty thousand, two hundred ninety-four dollars).

This loan was used to pay outstanding debts and fund public investments and projects that complemented the businesses of the Company and its subsidiaries.

The 30-year obligation will be fully paid upon maturity in yen while interest will be paid in US dollars on a semi-annual basis. The loan can be paid in advance, either fully or in part, starting in the fifteenth year, at each date on which interest payments are due.

On July 18, 2003, the Company became guarantor and joint debtor of its subsidiary Tollo Shipping Co. S.A. of Panama, by entering into several contracts with Goldman Sachs & Co. to hedge fluctuations in the exchange rate between the yen and US dollar during the term of the loan described in the previous paragraph in the event that the yen becomes overvalued with respect to the original rate as of the date of the agreement, up to an agreed margin. It will be paid using an annual rate, with semi-annual payments on the dates on which interest payments are due. The interest and the cost of the foreign exchange hedge for this loan are 6.3% per annum.

### a.1.3) Scotiabank – Stand-by Letter of Credit

On September 15, 2011, the Company furnished a guarantee in favor of Petróleo Brasileiro S.A. (Petrobras) Río de Janeiro, Brazil, through Scotiabank Chile, to guarantee its oil purchases in Brazil. The guarantee is for ThUS\$ 3,000, expiring on February 17, 2013.

#### a.1.4) Banco Security - Stand-by Letter of Credit

On November 22, 2011, the Company granted a bank guarantee in favor of the Miami Dade Board of County Commissioners, through Citibank N.A. The guarantee is for ThUS\$ 100 and expires on November 17, 2013.

### a.1.5) Banco BICE - Stand-by Letter of Credit

On December 28, 2012, the Company renewed a bank guarantee in favor of Jardine Shipping Agency, Singapore, through Banco BICE Chile. The guarantee is for ThUS\$ 560, expiring on December 31, 2013.

### a.1.6) BNP Paribas – Five 8,000 TEU vessels

The Company guaranteed drawdowns on this line of credit granted by a syndicate of banks led by BNP Paribas S.A. to finance the construction of five 8,000 TEU vessels, all of which have already been received by the Company. The Company's commitment includes surety bonds and joint assumption of debt for the amount of the current loan that is detailed at the end of this note. In addition, as of December 31, 2012, ThUS\$ 12.2 in funds have been reserved in the debt service accounts of these vessels to ensure compliance with a minimum ratio of vessel market values over the outstanding balance on the debt of 1.3.

# a.1.7) BNP Paribas – MV Maipo Loan

The Company guaranteed drawdowns on this line of credit granted by a syndicate of banks led by BNP Paribas S.A. to finance the acquisition of the M/V Maipo, with surety bonds and joint assumption of debt for the amount of the current loan that is detailed by vessel at the end of this note.

### a.1.8) HSH Nordbank – Financing of 4,050, 5,500 and 6,500 TEU Vessels

The Company guaranteed drawdowns on this line of credit granted by HSH Nordbank to finance 4,050, 5,500 and 6,500 TEU vessels (MV Limarí, Longaví, Chacabuco, Paine, Puelo and Palena) with surety bonds and joint assumption of debt for the amount of the loan that is detailed by vessel at the end of this note.

### a.1.9) DVB Bank – Two 8,000 TEU vessels

The Company guaranteed drawdowns on this line of credit granted by DVB Bank to finance the acquisition of two 8,000 TEU vessels, with surety bonds and joint assumption of debt for the amount of the current loan that is detailed by vessel at the end of this note.

#### a.2) Guarantee Notes

There are other minor guarantees whose disclosure is not necessary for the interpretation of these financial statements.



### a.3) Other legal contingencies

The Company is a defendant in certain lawsuits and arbitration claims relating to cargo transport and compensation for damages, for which the Company has insurance policies to cover contingent losses. Provisions are sufficient to cover all amounts below the respective deductibles.

In connection with outstanding loans with private banks, both in local and foreign currency, the Company is subject to commitments and obligations considered standard for this kind of transaction.

Transplata S.A has filed a lawsuit against the Company and two of its subsidiaries for US\$ 9,969,144 for alleged damage from terminating maritime agencying agreements in Argentina. The Company believes it is unlikely that it will lose this suit, especially for the amount being sought.

### a.4) Operational restrictions

The financing agreements signed by the Company and its subsidiaries include the following restrictions:

a.4.1) Bonds payable (indexed) for UF 1,950,000 - a.) Maintain consolidated leverage with a ratio of consolidated financial debt to (total equity + minority interest) no greater than 1.2; b) Maintain minimum consolidated equity of ThUS\$ 350,000; c) Maintain unencumbered assets for 130% of CSAV's individual financial liabilities, d) Quiñenco S.A. shall have significant influence in the controlling group or shall be the controller of the issuer or shall hold at least 20% of the issuer's subscribed and paid capital. Except as indicated in letter c), during 2011, the restrictions on the individual financial statements were eliminated. As a result, only the restrictions for the consolidated financial statements remain in effect.

a.4.2) Loan contract with AFLAC for ThUS\$201,850 - a) Maintain financial expense coverage (EBITDA / Net Interest) no less than 2.5. b) Maintain a debt/equity ratio no greater than 1.0. and c) Maintain a minimum balance of ThUS\$50,000 for cash and banks, time deposits and marketable securities.

As explained in Note 23, as of December 31, 2012, the Company is in compliance with all covenants stipulated in the loan agreement with AFLAC, except for the AFLAC financial expense coverage ratio, which remains at negative 6.54. The contract establishes a cure period of 24 months for reestablishing compliance with these covenants. CSAV is in the process of establishing a guarantee equivalent to three interest periods in order to comply with the provisions of the loan agreement to remedy this restriction. (See Note 43 Subsequent Events).

a.4.3) Loan agreement with BNP Paribas S.A. for one 6,600 TEUS vessel totaling ThUS\$ 59,850 – a) Maintain minimum liquidity of ThUS\$ 150,000. b) Maintain a capital to asset ratio greater than 30%. c) Maintain a cash to interest expense ratio greater than or equal to 1.35.

a.4.4) Loan agreement with BNP Paribas S.A. for five 8,000 TEUS vessels totaling ThUS\$ 437,500 – a) Maintain minimum liquidity of ThUS\$ 150,000. b) Maintain a capital to asset ratio greater than or equal to 30%. c) Maintain a cash to interest expense ratio greater than or equal to 1.35.

a.4.5) Loan agreement with DVB Bank for two 8,000 TEUS vessels of up to ThUS\$ 90,000 – a) Maintain minimum liquidity of ThUS\$ 150,000. b) Maintain total consolidated equity greater than or equal to ThUS\$ 800,000. c) Maintain a cash to interest expense ratio greater than or equal to 1.35.

Furthermore, loan contracts and bonds oblige the Company to comply with certain positive restrictions, such as complying with the law, paying taxes, maintaining insurance, and other similar matters, and also to obey certain negative restrictions, such as not furnishing chattel mortgages, except those authorized by the respective contract, not undergoing corporate mergers, except those authorized, or not selling fixed assets.

# B) CSAV Agency LLC.

#### b.1) Guarantees Granted

In order to carry out its operations, the Company maintains a letter of credit for ThUS\$ 150, to guarantee compliance with a lease agreement for offices in New Jersey.

Mortgages for Financial Commitments.

The Company has mortgages on certain assets in order to guarantee its financial obligations, detailed as follows:

Creditor	Debtor	Type of guarantee	Type of asset committed	Book value of committed asset	Outstanding balance on debt as of period end
				ThUS\$	ThUS\$
Deutsche Schiffsbank	Compañía Sud Americana De Vapores S.A.	Naval mortgage	Vessel	4,551	-
BNP Paribas	CSBC Hull 898 Maipo	Naval mortgage	Vessel	80,938	38,787
HSH Nordbank Ag	Limari Shipping Limited	Naval mortgage	Vessel	25,192	14,145
HSH Nordbank Ag	Longavi Shipping Limited	Naval mortgage	Vessel	27,966	17,301
HSH Nordbank Ag	Chacabuco Shipping Limited	Naval mortgage	Vessel	35,167	23,566
HSH Nordbank Ag	Paine Shipping Limited	Naval mortgage	Vessel	46,592	31,342
HSH Nordbank Ag	Puelo Shipping Limited	Naval mortgage	Vessel	47,376	31,093
HSH Nordbank Ag	Palena Shipping Limited	Naval mortgage	Vessel	47,630	31,073
BNP Paribas	Hull 1794 Teno	Naval mortgage	Vessel	125,728	63,975
BNP Paribas	Hull 1796 Tubul	Naval mortgage	Vessel	126,242	63,730
BNP Paribas	Hull 1798 Témpanos	Naval mortgage	Vessel	127,083	63,427
BNP Paribas	Hull 1800 Torrente	Naval mortgage	Vessel	127,649	63,033
BNP Paribas	Hull 1906 Tucapel	Naval mortgage	Vessel	126,663	60,240
DVB Bank	Hull 1975 Tolten	Naval mortgage	Vessel	90,535	43,209
DVB Bank	Hull 1976 Tirua	Naval mortgage	Vessel	90,802	44,423



### **Note 37 Operating Lease Commitments**

The CSAV Group leases, through operating leases, 93 ships (138 in December 2011) and 264,096 containers (335,129 in December 2011) as of December 31, 2012.

The lease term for ships normally varies between three months and five years. In some cases, the lease term is longer and/or there is an option to renew the lease for a similar term. The majority of the lease rates are fixed.

The cost of operating a ship, known as "running cost", varies between US\$ 5,000 and US\$ 9,000 per day—depending on the ship—and can be contracted in conjunction with the lease or separately. In this note, for the purposes of presenting expenses for operating lease commitment assets and future payments that cannot be cancelled, estimated "running costs" are not included.

The Company has also leased ships to third parties, thus generating future lease income. For containers, the lease term does not exceed eight years, and there is no renewal option.

The following table presents the future minimum payments that cannot be cancelled at nominal value for asset leases (ships and containers).

	Total		
	Commitment	Income	Total
	ThUS\$	ThUS\$	ThUS\$
Less than one year	370,931	41,943	328,988
One to three years	678,428	=	678,428
Three to five years	317,950	-	317,950
More than five years	353,129	-	353,129
Total	1,720,438	41,943	1,678,495

The table above excludes those vessels that, as part of the restructuring process, have been subleased to third parties and provisioned as described in Note 32 as part of the restructuring process.

In 2012, the Company has expensed ThUS\$ 1,213,515 for leased assets (vessels and containers) and has recorded ThUS\$ 114,288 in income from subleased vessels (ThUS\$ 1,719,792 and ThUS\$ 66,893 in 2011, respectively).

# **Note 38 Service Concession Agreements**

Until the CSAV Group was spun off (Note 29), the Company had the following service concession agreements through its subsidiary Sudamericana Agencias Aéreas y Marítimas S.A.

Iquique Terminal Internacional S.A. (Chile)

- Granted by: Empresa Portuaria Iquique (EPI)
- Concessionaire: Iquique Terminal Internacional S.A. (ITI)

- 1. In accordance with the terms and conditions of the tender, the "Concession Agreement for Port of Iquique Berth Number 2" was signed with Empresa Portuaria de Iquique on May 3, 2000 and has an effective period of 20 years.
- 2. Via this concession agreement, EPI grants the concessionaire an exclusive concession to develop, maintain and operate the berth, including the right to charge users basic rates for basic services and special rates for special services provided at the berth.
- 3. In this agreement, ITI undertakes to pay the following to Empresa Portuaria Iquique: An initial payment of ThUS\$ 2,000, which was paid by Empresa Portuaria Iquique on July 1, 2000.

A fixed annual payment during the first year of ThUS\$ 1,600, paid in four quarterly installments.

An annual payment during the second and all subsequent years for a yearly amount determined based on tons of cargo transferred during the preceding year, which shall in no case be less than ThUS\$ 1,600 each year (duly indexed). This payment shall be paid in four equal installments due at the end of each guarter.

- 4. The subsidiary ITI has to execute construction of a short earthquake resistance berth at site four for Post Panamax vessels within a term of 60 months, which as of the date of these financial statements has already been built.
- 5. The concessionaire shall have the option to extend the term by 10 years if construction\* is completed before the 19<sup>th</sup> year of the contract and it declares its intention to extend the term before the 19<sup>th</sup> year begins.
- \* On January 4, 2008, through public deed the concession agreement signed on May 2, 2000 between EPI and ITI was modified, adding an alternative to the option in the original agreement, by which the concessionaire may extend the term by 10 years if the following construction projects at the Port of Iquique are completed before December 31, 2014:
- 1 "Extension of site four 69 meters towards north"
- 2 "Seismic stabilization of site three"

The extension of site four 69 meters towards the north was completed and has been operating since September 2010.

The seismic stabilizing of site three is under construction and is expected to be completed in February 2012.

Once these construction works have been completed and received by Empresa Portuaria Iquique, the original concession period shall be extended by ten years, making a total of 30 years.

In addition, the deed modifying the original agreement expressly states that the works referred to by the indicated projects shall be fully depreciated at the end of the concession.

As of the concession end date, the concessionaire shall deliver the berth and all infrastructure works to EPI in good operating condition, except for wear from normal use, free of all personnel, equipment, material, parts, spare parts, waste, trash and temporary facilities that do not constitute assets included in the concession agreement.

As of the concession end date, all rights, obligations and attributions granted to the concessionaire by the agreement shall automatically terminate, understanding, however, that ITI assumes all liabilities and shall have the right to receive and retain all net revenue arising from operating the berth before the end date.



As of the concession end date, the berth, all assets (other than excluded assets), accounts and rights possessed and controlled by the concessionaire, that are necessary or useful for continuing to operate the berth or provide services, including but not limited to all data, studies, reports, inspections, graphs, maps, records, drawings and other types of written or electronic information and all materials, equipment, tools and supplies provided by the concessionaire that are purchased or acquired or produced by the concessionaire to develop, maintain and operate the berth shall be transferred immediately to EPI, free of encumbrances, excluding minor encumbrances that arise during the ordinary course of business whose existence, either individually or as a group, does not affect the use and operation of the property to which it applies, in accordance with past practice.

SAAM Remolques S.A. de C.V. (Mexico)

The Company has entered into partial rights and obligations concession agreements by which the port management of the ports of Lázaro Cárdenas, Veracruz, Tampico, Altamira and Tuxpan transfers to the Company the rights and obligations for providing port towing and offshore services in these ports, free of all encumbrances and with no limitation whatsoever regarding its operations.

The concessions expire as follows: Lázaro Cárdenas, February 17, 2015; Veracruz November 20, 2015; Tampico May 11, 2016; Altamira January 29, 2016; and Tuxpan April 29, 2013.

Concesionaria SAAM Costa Rica S.A. (Costa Rica)

Concesionaria SAAM Costa Rica S.A. has been awarded International Public Tender No. 03-2001 "Public Towing Service Management Concession for the Pacific Shore" from the Costa Rica Pacific Port Institute. This agreement was endorsed by the Office of the Comptroller by means of Ruling No. 10711 dated August 11, 2006, which allowed it to begin operating on December 12, 2006.

The effective period of the concession is 19 years.

Florida International Terminal (FIT), LLC (USA)

On April 18, 2005, the Company was awarded the container terminal operating concession for Port Everglades Florida, USA, for an initial period of 10 years, renewable for 2 five-year periods each. Operations began on July 7, 2005. The terminal is 15 hectares in size and has capacity to move 170,000 containers per year through its yards. For stowage and destowage operations, FIT customers will have docking priority at a specialized wharf with guaranteed use of container cranes.

# **Note 39 Environment**

Due to the nature of its services, the Company has not incurred any expenses related to improving and/ or investing in production processes, verification and compliance with regulations on industrial processes and facilities or any other matter that could directly or indirectly impact environmental protection efforts.

#### **Note 40 Sanctions**

During the years ended December 31, 2012 and 2011, neither the Company and its subsidiaries nor its Directors or managers have been sanctioned by the SVS. The Company and its subsidiaries have also not received any significant sanctions from other regulatory bodies.

# Note 41 Financial Strengthening Plan

As of December 31, 2012, the Company has fully completed the objectives of its Financial Strengthening Plan initiated during the second quarter of 2011, which consisted of:

- 1. Providing the shipping business with the resources it needed by increasing capital by US\$ 1.2 billion in order to adequately face the adverse international conditions and plan for the medium and long term. This capital increase was fully subscribed and paid in February 2012.
- 2. Separating the cargo and vessel services business operated by SAAM and creating a new corporation called SM SAAM to develop this business independently from the Company's shipping activities. The spin-off occurred and SM SAAM was formed on February 15.
- 3. The Company adopted a series of measures to address adverse market conditions, including restructuring and discontinuing services and implementing joint operations with other important global carriers. These measures have allowed the Company to significantly reverse the considerable losses recorded in 2011.
- 4. In addition, the Company is carrying out a series of other measures to protect its liquidity, as explained in Note 5 (b).

#### Note 42 Pro Forma Consolidated Statement of Cash Flows - Direct Method

The SVS, through Ruling 2058 dated February 3, 2012, established that the financial statements as of March 31, 2013 of all entities registered in the Securities Registry and in the Special Registry of Reporting Entities, except for insurance companies, must report their statement of cash flows from operating activities using the direct method. It also established that the companies that, to date, have presented their statement of cash flows using the indirect method must also present a non-comparative, pro forma statement of cash flows using the direct method with their financial statements presented for the year ended December 31, 2012.

The following table presents the Company's cash flows from operating activities prepared on a pro forma basis as required by the aforementioned ruling.

For the year ended

	31-12-12
	ThUS\$
Cash flows provided by (used in) operating activities	
Classes of proceeds for operating activities	
Proceeds from sales of goods and services	3,759,321
Other proceeds from operating activities	17,566
Classes of payments	
Payments to suppliers for goods and services	(4,030,292)
Payments to and on behalf of employees	( 171,075)
Other payments for operating activities	( 21,948)
Income taxes paid (refunded)	( 13,213)
Other cash inflows (outflows)	5,003
Cash flows provided by (used in) operating activities	( 454,638)



# **Note 43 Subsequent Events**

On January 29, 2013, the Supreme Court rejected the motion for cassation on the merits filed by the Chilean government, upholding the rulings of the Valparaiso Court of Appeals on December 15, 2010 that rendered assessments 168 to 174 null and void and the ruling on August 25, 2010 that rendered assessments 121 and 122 null and void. Additional information can be found in Note 22, letter b of these financial statements.

On February 28, 2013, CSAV and AFLAC agreed that 3 interest periods would be guaranteed using a stand-by letter of credit in order to extend the cure period for the financial expense coverage ratio (Note 23).

Between January 1, 2013 and the issuance of these financial statements, no other significant events of a financial or other nature have occurred that could impact the appropriate presentation and/or interpretation of the Company's financial statements.



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#### Independent Auditors' Report

To the Shareholders and Directors Compañía Sud Americana de Vapores S.A.

#### Report on the consolidated financial statements

We have audited the accompanying consolidated financial statements of Compafía Sud Americana de Vapores S.A. and its subsidiaries, which comprise the consolidated statements of financial position as of December, 31, 2012 and 2011, the consolidated statements of comprehensive income, changes in equity and cash flows for the years then ended, and notes, comprising a summary of significant accounting policies and other explanatory information.

### Management's responsibility for the consolidated financial statements

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with International Financial Reporting Standards, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

#### Auditor's responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audits. An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. We did not audit the financial statements of certain indirect subsidiaries which statements reflect total assets constituting 0.17 percent and 1.56 percent, respectively, of consolidated total assets at December 31, 2012 and 2011, respectively, and total revenues constituting 0.21 percent and 0.89 percent, respectively, of consolidated total revenues for the years then ended. In addition, we did not audit the financial statements of certain associates, accounted for under the equity method, which statements reflect a total investment of ThUS\$7,467 and ThUS\$34,457 as of December 31, 2012 and 2011, respectively, and total net equity in earnings of (ThUS\$1,224) and ThUS\$14,696 respectively, for the years then ended. Those statements were audited by other auditors, whose report has been furnished to us, and our opinion, insofar as it relates to the amounts included for those indirect subsidiaries and associates, is based solely on the report of the other auditors. We conducted our audits in accordance with auditing standards generally accepted in Chile. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free of material misstatement.



An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on our judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, we consider internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

#### Opinion

In our opinion, based on our audits and the reports of the other auditors, the consolidated financial statements present fairly, in all material respects, the financial position of the Compañia Sud Americana de Vapores S.A. and its subsidiaries as at December, 31, 2012 and 2011, and of its financial performance and its cash flows for the years then ended in accordance with International Financial Reporting Standards.

#### Emphasis of matter

As of December 31, 2012 and for the year ended as of that date, the Company incurred in a loss from operating activities, a loss for the period and a negative net cash flows used in operating activities of ThUS\$191,296, ThUS\$309,468 and ThUS\$ 454,638, respectively. As it is described in notes 5, 33 and 41 to the consolidated financial statements, the management and its main shareholders are performing several actions in order to strengthen the commercial, operational and financial position of Compañia Sud American de Vapores S.A. and its subsidiaries. The improvements of the aforementioned indicators depend on the effectiveness of the implemented plans done by the Company.

As discussed in note 29 to the consolidated financial statements, on February 15, 2012 the subsidiary Sudamericana Agencias Aéreas y Marítimas S.A. was divested from the Company, as part of the restructuring plan executed during 2012. The consolidated statement of comprehensive income as of December 31, 2011, was restated to reflect discontinued operations of such divestiture. The effects of this restatement are shown in note 33 to the consolidated financial statements.

Our opinion is not modified in respect to these matters.

Benedicto Vásquez Córdova

Santiago, March 1, 2013





#### **Reasoned Analysis**

#### 1. Analysis of Financial Position

As a result of the spin-off of the subsidiary SAAM in February 2012, pro forma financial statements for 2011 excluding SAAM have been incorporated to facilitate the analysis of CSAV's financial position.

#### a) Statement of Financial Position

The following table details the Company's main asset and liability accounts as of each period end:

Assets	12.31.12	12.31.11	12.31.11
			excluding SAAM*
	ThUS\$	ThUS\$	ThUS\$
Current assets	653.4	854.6	704.6
Non-current assets	1,829.3	2,325.0	1,621.3
Total Assets	2,482.7	3,179.5	2,325.9
Liabilities and Equity	31-dic-12	31-dic-11	31-dic-11
			sin SAAM*
	M US\$	M US\$	M US\$
Current liabilities	749.2	1.547.0	1,493.4
Non-current liabilities	868.0	1,028.2	840.0
Equity attributable to owners of parent	855.4	585.5	(17.9)
Equity attributable to non-controlling interests	10.1	18.8	10.4
Total Liabilities and Equity	2,482.7	3,179.5	2,325.9

<sup>\*</sup>Pro forma financial statements excluding SAAM as of December 31, 2011.

As of December 31, 2012, total assets decreased by ThUS\$ 697 compared to December 31, 2011. This variation is explained by decreases of ThUS\$ 201 in current assets and ThUS\$ 496 in non-current assets.

The decrease in current assets of ThUS\$ 201 is explained by a decrease of ThUS\$ 150 from the spin-off of SAAM and a decrease of ThUS\$ 51 in the remaining current asset accounts, except for cash and cash equivalents.

The decrease in non-current assets of ThUS\$ 496 is explained by a decrease of ThUS\$ 704 from the spin-off of SAAM, offset by an increase of ThUS\$ 208 in property, plant and equipment because of new vessels received and in deferred tax assets.

As of December 31, 2012, liabilities decreased by ThUS\$ 958 compared to December 31, 2011. This variation is explained by decreases of ThUS\$ 798 in current liabilities and ThUS\$ 160 in non-current liabilities.

The decrease in current liabilities of ThUS\$ 798 is explained by a decrease of ThUS\$ 54 from the spin-off of SAAM and a decrease of ThUS\$ 744 mainly from bridge loan repayments to the Company's main shareholders (ThUS\$ 354), repayments on a bridge loan with Bladex (ThUS\$ 100), and decreases in provisions (ThUS\$ 202) and accounts payable (ThUS\$ 87).

The decrease in non-current liabilities of ThUS\$ 160 is explained by a decrease of ThUS\$ 188 from the spin-off of SAAM, offset by an increase of ThUS\$ 28 from loans obtained for the new vessels received.

As of December 31, 2012, equity increased by ThUS\$ 261 compared to December 31, 2011. This variation is explained by a decrease of ThUS\$ 612 from the spin-off of SAAM, offset by an increase of ThUS\$ 873 from the capital increase (ThUS\$ 1,196) less the accumulated deficit recorded in 2012.

#### b) Statement of Income

As indicated in Note 33, the Statement of Income as of December 31, 2011 has been restated to consider SAAM a discontinued operation.

The Statement of Income reflects the major restructuring plan initiated during the second quarter of 2011, which reduced the scale of operations of the Company's containershipping services by more than 40% by suspending and reorganizing services.

	12.31.12	12.31.11	12.31.11
			excluding SAAM*
	ThUS\$	ThUS\$	ThUS\$
Operating revenue	3,431.8	4,795.9	4,795.9
Cost of sales	(3,388.4)	(5,630.5)	(5,630.5)
Gross margin	43.4	(834.6)	(834.6)
Administrative expenses	(245.8)	(262.9)	(262.9)
Profit (loss) from operating activities	(191.3)	(1,107.3)	(1,107.3)
Profit (loss) from continuing activities	(183.3)	(1,023.3)	(1,023.3)
Profit (loss) from discontinued activities	(126.2)	(216.2)	(280.0)
Profit (loss) attributable to owners of parent	(313.6)	(1,249.8)	(1,310.0)

<sup>\*</sup>Pro forma financial statements excluding SAAM as of December 31, 2011.

The net loss attributable to the parent company of ThUS\$ 314 as of December 31, 2012, represents an improvement of ThUS\$ 936, or 74.9% over the same period in 2011. Upon excluding SAAM from the net loss in 2011, the improvement amounts to ThUS\$ 996 or 76.1%.

The net loss from continuing activities was ThUS\$ 183 as of December 31, 2012, which represents an improvement of ThUS\$ 776, or 80.9% over the same period in 2011.

The net loss from operating activities was ThUS\$ 191 as of December 31, 2012, which represents an improvement of ThUS\$ 859, or 81.8% over the same period in 2011.



As indicated in notes 3.17 and 30 to the financial statements, since the implementation of International Financial Reporting Standards (IFRS), revenue and cost of sales for maritime services in transit are recognized in the statement of income based on the degree of completion. For vessels for which the services provided cannot be accurately estimated, income is recognized only to the extent that the related expenses can be recovered, and as a result the Company conservatively recognizes income and expenses for the same amount. Should a service be determined a priori to produce a loss, it shall be provisioned in cost of sales instead of accounting for its income and expenses separately (onerous contract). The Company should recognize the amounts of income and expenses for services in transit based on their relatively stable degree of completion. However, important changes in transport capacity and transitions from periods of strong operating losses (where services in transit are recorded as onerous contracts) to periods of positive operating margins cause important variations from one period to the next in the recognition of such income and expenses and their comparison does not provide accurate information regarding operating activities in both periods.

These changes implied recognizing income and expenses of ThUS\$ 8 for the twelve months ended as of December 31, 2012, and income and expenses of ThUS\$ 21 for the twelve months ended December 31, 2011, which form part of revenue and cost of sales, as indicated above.

Operating revenue amounted to ThUS\$ 3,432 as of December 31, 2012, which represents a decrease of ThUS\$ 1,364, or 28.4% over the same period in 2011. If revenue recognized based on the degree of completion of services in transit in 2012 and 2011 is excluded, the decrease amounts to ThUS\$ 1,352, or 28.3%, which is explained mainly by the significant decrease in transported volume in containershipping services resulting from the restructuring plan.

Cost of sales amounted to ThUS\$ 3,388 as of December 31, 2012, which represents a decrease of ThUS\$ 2,242, or 39.8% over the same period in 2011. If costs recognized based on the degree of completion of services in transit in 2012 and 2011 are excluded, the decrease amounts to ThUS\$ 2,230, or 39.7%, which is explained mainly by the significant decrease in transported volume in containershipping services resulting from the restructuring plan.

Administrative expenses amounted to ThUS\$ 246 as of December 31, 2012, which represents a decrease of ThUS\$ 17, or 6.5% over the same period in 2011. This is explained primarily by the restructuring plan, which called for eliminating levels within the organization and reducing personnel to fit the new operating scale.

In terms of income tax expense, Law No. 20,630, passed on September 27, 2012, modified the corporate tax rate on profits obtained in 2012 and subsequent years, leaving the rate at 20%. As a result, the Company recognized a net credit to income of ThUS\$ 41 as of December 31, 2012 for continuing operations and ThUS\$ 4 as of December 31, 2012 for discontinued operations.

The net loss from discontinued activities was ThUS\$ 126 as of December 31, 2012, compared to a loss of ThUS\$ 216 for the same period in 2011, which includes ThUS\$ 64 in profits from SAAM and restructuring expenses of ThUS\$ 280 since the restructuring process began in the second quarter of 2011. Regarding the remaining excess capacity of vessels and containers resulting from this restructuring, during the year ended December 31, 2012, the before tax loss from discontinued operations reached ThUS\$ 144, which is explained by onerous contracts signed during the period for vessel and container subleases for ThUS\$ 115, of which ThUS\$ 33 were recorded in the last quarter of 2012; the net reversal of provisions of ThUS\$ 40; and additional provisions of ThUS\$ 69, consisting of ThUS\$ 58 in additional provisions established during the first half of 2012 for excess capacity and ThUS\$ 11 in costs that the company estimates it will incur for excess capacity in 2013.

The aforementioned additional provision was recorded during the fourth quarter of 2012 and is the last provision for this restructuring process. The aforementioned provision of ThUS\$ 11, in line with the criteria indicated above, was calculated considering that the company may sublease its excess capacity at market prices based on the company's subleasing experience since 2011. This is in addition to the provision established during the first half of 2012 for ThUS\$ 58, giving total provisions of ThUS\$ 69 for the year.

#### 2) Difference between Commercial and Book Values of Assets

The financial statements as of December 31, 2012 have been prepared in conformity with international financial reporting standards approved by the Superintendency of Securities and Insurance, the regulatory agency that supervises the Company. Given the long-term nature of the Company's assets and the correction being experienced by the shipping industry, it is difficult to determine the true relationship between the book and economic values of the Company's principal assets.

#### 3) Market Situation

The shipping industry in general has been facing an adverse market situation since late 2010, characterized by:

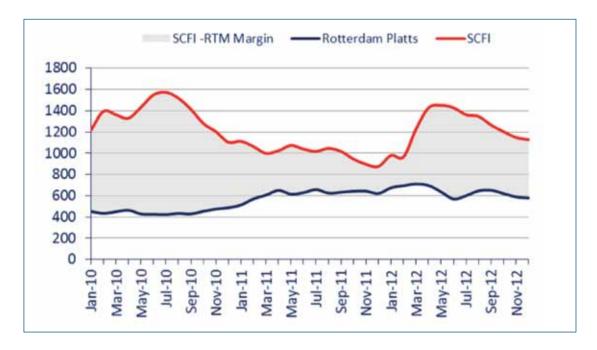
- Difficult global economic conditions that have hindered the growth of demand for transport.
- An oversupply of space as a result of excessive ship construction orders during the years before the 2009 crisis.
- The price of oil, which is the Company's main cost component, has remained high due mainly to geopolitical conditions more so than an increase in global demand.

As a result, freight rates for containershipping services sharply declined during 2011 for most markets, reaching their lowest levels during the fourth quarter of 2011. When coupled with low vessel usage rates and the rise in fuel costs, this phenomenon has had a severe financial impact on the industry.

Given this weakened financial situation, shipping companies have independently taken a series of measures to reverse the scenario they are facing, such as suspending services, increasing their laid-up fleet, super slow steaming, increasing joint operations and changing their strategic focus from market share to recovering returns. This resulted in significant improvement in freight rates towards the end of the first quarter of 2012, but with continued volatility and uncertainty, which has led to drops in freight rates along some routes during the second half of the year. Fuel prices have remained high during the year despite some brief periods of decline.



Supply and demand equilibriums are very unstable and, together with the high price of fuel, have prevented the industry from reaching historical average ex bunker margins during the peak season.



#### 4) Analysis of Statement of Cash Flows

The following table details the main components of cash flows for each period:

	12.31.12	12.31.11	12.31.11
			excluding SAAM*
	ThUS\$	ThUS\$	ThUS\$
Cash flows provided by (used in) operating activities **	(454.6)	(959.2)	(1,020.6)
Cash flows provided by (used in) investing activities	(245.5)	(430.8)	(360.5)
Purchase and sale of property, plant and equipment	(202.8)	(423.8)	(368.6)
Other	(42.7)	(6.9)	8.2
Cash flows provided by (used in) financing activities	740.9	1,041.3	1,055.3
Share issuance	1,195.7	496.5	496.4
Loans obtained and loan repayments	(38.1)	266.8	255.3
Loans obtained from and loan repayments to related parties	(367.5)	349.9	364.9
Interest payments	(39.6)	(27.4)	(22.4)
Other	(9.7)	(44.5)	(38.9)
Effect of foreign currency translation	(1.7)	(1.8)	(2.0)
Net cash flows	39.0	(350.5)	(327.8)

<sup>\*</sup>Pro forma financial statements excluding SAAM as of December 31, 2011.

<sup>\*\*</sup>Includes continuing and discontinued operations.

The net variation in cash and cash equivalents, equivalent to net cash flows, was ThUS\$ 39 as of December 31, 2012, which represents an improvement of ThUS\$ 390 over the same period in 2011. Upon excluding SAAM from the cash flows in 2011, the improvement amounts to ThUS\$ 367.

Operating activities generated a negative net flow of ThUS\$ 455 as of December 31, 2012, which represents an improvement of ThUS\$ 505 over the same period in 2011. Upon excluding SAAM in 2011, the variation amounts to ThUS\$ 566, which reflects the Company's improved earnings figures.

Investing activities generated a negative net flow of ThUS\$ 246 as of December 31, 2012, which represents an improvement of ThUS\$ 185 over the same period in 2011. Upon excluding SAAM in 2011, the improvement amounts to ThUS\$ 115, which is explained primarily by decreased proceeds from vessel sales, offset by decreased payments for vessel purchases with respect to the same period in 2011.

Financing activities generated a positive net flow of ThUS\$ 741 as of December 31, 2012, which represents a decrease of ThUS\$ 300 over the same period in 2011. Upon excluding SAAM in 2011, the decrease amounts to ThUS\$ 314, which is explained by bridge loan repayments to the Company's main shareholders and Bladex, as well as decreased cash flows from related party loans, partially offset by increased cash flows from issuing shares.

#### 5) Analysis of Market Risk

As explained in the section Market Situation, the principal risks that the Company faces stem from the possibility of deteriorating demand for transport, an increase in the supply of transport capacity and an increase in the price of oil. Other risks that may affect the industry include heightened competition, asset obsolescence, pollution and regulatory changes.

On the demand side, risk comes from the difficult global economic situation currently taking place, particularly in important regions for the business such as Europe, China, Argentina and Brazil. On the supply side, there is the risk that new construction exceeds future demand, thus increasing the imbalance. However, ship construction orders represent 21.1% of the total containershipping fleet as of January 2013, which is considerably lower than the 60% reached in 2008. In the short term, supply can be affected by the fleet of laid-up vessels, which amounts to 4.5% as of January 2013. In terms of oil prices, production difficulties and projections of conflicts between oil producing countries lead to forecasts of continued volatility during the year.

In relation to interest rate risks, the Company has both fixed and floating-rate assets and liabilities, as can be observed in Note 5 to the financial statements

Regarding exchange rate volatility, most of the Company's income and expenses are denominated in US dollars. It also has assets and liabilities in other currencies, as indicated in Note 5 to the financial statements.

### **6) Ratios**As of December 31, 2011, the Company's principal ratios have performed as follows:

<b>Liquidity Ratios</b>			12.31.12	12.31.11	12.31.11
					excluding SAAM*
Current Liquidity	=	Current Assets Current Liabilities	0,872	0,552	0,472
Acid Ratio	=	Available Resources Current Liabilities	0,283	0,112	0,087



Indebtedness Ratios			12.31.12	12.31.11	12.31.11
					excluding SAAM*
Indebtedness	=	<u>Total Liabilities</u> Equity	1,868	4,262	-311,369
Short-term Indebtedness	=	Short-term Debt Total Debt	0,463	0,601	0,640
Long-term Indebtedness	=	Long-term Debt Total Debt	0,537	0,399	0,360
Interest Coverage	=	Profit (Loss) before <u>Taxes and Interest</u> Finance Expenses	-7,726	-36,151	-38,299

- Indebtedness: This ratio has decreased considerably as compared to December 2011, mainly due to a decrease in current liabilities (ThUS\$ 958) and an increase in equity (ThUS\$ 261).
- Short-Term Indebtedness: This ratio has decreased as compared to December 2011, due to a decrease in current liabilities mainly from bridge loan repayments to its main shareholders and Bladex.
- •Long-Term Indebtedness: Unlike the short-term index, this ratio increased in comparison to December 2011 as the weight of non-current liabilities increased because current liabilities decreased.
- •Interest Coverage: This ratio has become less negative with respect to 2011 due to a considerable decrease in losses between the two periods.

<b>Profitability Ratios</b>			12.31.12	12.31.11	12.31.11
					excluding SAAM*
Return on Equity	=	Profit (Loss) Average Equity	-0,427	-1,255	-3,281
Return on Assets	=	Profit (Loss) Average Assets	-0,111	-0,391	-0,556
Return on Operating Assets	=	Operating Profit (Loss)  Average Operating Assets *	-0,079	-0,386	-0,526
Dividend Yield (in US\$ cents)	=	Dividends Paid in the Last 12 Months Market Price of Share	0,000	5,876	
Earnings (Loss) per Share (in US\$ cents)	=	Profit (Loss) Number of Shares	-0,036	-0,438	-0,460
Market Value of Shares (in Chilean pesos)	=		42,76	102,23	

<sup>\*</sup> Operating assets: Total assets less deferred taxes and intangible assets.

- Return on Equity: This ratio has improved with respect to 2011 due to a decrease in losses between the two periods.
- Return on Assets: This ratio has become less negative with respect to the same period in 2011 due to decreases in losses and assets.
- Return on Operating Assets: This ratio has become less negative with respect to the same period in 2011 due to decreases in operating losses and operating assets.
- Dividend Yield: The dividend yield has decreased as a result of dividends distributed in April 2011, charged to profits for the year 2010.
- Earnings per Share: Loss per share decreased with respect to the same period in 2011 due to decreased losses and an increase in the number of shares.
- Market Value of Shares: Share value decreased by Ch\$59.5 compared to December 2011 because SAAM was included as of December 2011 but excluded as of December 2012. The company was spun off in February 2012.



#### RELEVANT EVENTS

Compañía Sudamericana de Vapores has reported the following relevant events during the fourth quarter of 2012:

A) Letter from CEO dated January 6, 2012

In accordance with articles 9 and 10-2 of the Securities Market Law and General Character Standard No. 30, as I am duly authorized and in accordance with an extraordinary meeting of the Board of Directors held January 6, 2012, I hereby inform this Superintendency of the following relevant event:

In line with the relevant event reported September 2, 2011, and as presented at the extraordinary shareholders' meeting held on October 5, 2011, beginning in June of last year, CSAV adopted a series of measures to deal with adverse market conditions and the Company's financial situation.

These measures, which substantially reduce the size of the Company's operations, are aimed at: (i) decreasing CSAV's exposure to volatilities prevailing in the containershipping industry and (ii) making CSAV a more efficient company with competitive advantages in the markets in which it continues to operate, with a larger percentage of company-owned vessels and strategic partnerships with leading shipping companies (e.g. MSC and CMA-CGM).

As part of the process to restructure shipping services, which is key to CSAV's new business model, the Company has had to decrease the size of the fleet of containerships that it operates.

As of December 31, 2010, CSAV operated a containership fleet of 157 vessels.

Currently, as of December 31, 2011, its containership fleet amounts to 77 vessels. With the service restructuring process nearing completion, which is expected to finalize during the second quarter of 2012, the fleet of containerships operated by CSAV will total approximately 60 vessels.

CSAV has reduced its containership fleet progressively, based on the expiration dates of the respective lease agreements or the possibility to sublease the respective ship to a third party.

This restructuring of shipping services will generate for CSAV (nonrecurring) losses from discontinued operations of US\$ 235 million after taxes, which will be booked during the fourth quarter of 2011 and are detailed as follows:

- 1. In relation to vessel subleases, as of December 31, 2011 CSAV has agreed on contracts (or sublease commitments) with third parties for 44 containerships, most of which were closed during the last quarter of 2011.
- a) CSAV hereby states that the subleases agreed upon in the last quarter of 2011—especially in December—have less advantageous terms than the conditions originally agreed upon with the respective ship owners (i.e. fixed-term contracts with vessel owners without the possibility of early repayment at wholesale lease rates).
- b) As a result, CSAV should recognize an already incurred (non-recurring) loss during the fourth quarter of 2011 of US\$ 17 million and should also record an increase in the provision for this same concept, which is estimated in US\$ 80 million, giving a total of US\$ 97 million of which, approximately 87% corresponds to containerships and 13% to special service vessels.
- 2. Likewise, CSAV shall recognize already incurred (non-recurring) losses from discontinued operations of US\$ 29 million in the fourth quarter of 2011. The above considers mainly vessel restructuring costs, repositioning, time, fuel and other related costs.

- 3. In addition, due to the vessel services restructuring in progress, as of December 31, 2011, CSAV is already aware that it should stop operating an average of 15 additional containerships during 2012.
- a) Given the substantial deterioration of market conditions for containership subleases experienced since the second half of the fourth quarter of 2011, CSAV must establish a provision for (nonrecurring) losses from discontinued operations of around US\$ 84 million.
- b) This provision considers lay up costs for the respective vessels for a six-month period, taking into account that the obligation to pay the leases will continue and there will also be maintenance costs for unoperated vessels. The criteria used by CSAV to calculate this provision conservatively estimates that it will not be able to sublease any of these vessels during the first half of 2012. As a reference, the current rate for leasing this type of vessels varies between US\$ 6,500 and US\$ 9,000 per day, and the current market has very scarce closed transactions.
- 4. As a result of reducing the containership fleet operated by CSAV, there is a surplus of containers, most of which are leased. CSAV expects to eliminate this surplus towards the beginning of the second half of 2012 at an estimated cost of US\$ 42 million. This amount considers lease payments and the cost of storing and repositioning containers to return them. The losses can be divided into an already realized (nonrecurring) loss of US\$ 17 million and an estimated provision of US\$ 25 million for the same concept, both accounted for in the fourth quarter of 2011.

As a result, the (nonrecurring) losses from discontinued operations that CSAV accounted for—including other minor related items—in the fourth quarter of 2011, total, before taxes, approximately US\$ 67 million in realized losses and US\$ 189 million in estimated provisions for future losses. After taxes, this amount will be US\$ 235 million in the fourth quarter of 2011.

The nonrecurring losses from discontinued operations are substantial, but are a result of the magnitude of the changes that had to be made to CSAV's business model in order to—given its structure, organization and capital—make its main business competitive and efficient.

To date, a substantial part of the vessel services have already been restructured. Once completed, the most significant effects of this process will be: (i) a decrease in containership transportation capacity of approximately 45% compared with peak figures from 2011, thus reducing the number of vessels by 60% (ii) strategic partnerships with leading shipping companies along more than 80% of the routes CSAV operates; (iii) beginning in the third quarter of 2012, more than 30% of operated capacity in the containershipping business will be the Company's own fleet—compared to merely 8% in early 2011, and (iv) CSAV will operate along practically all routes in which it still has vessels that are efficient and competitive in terms of size.

CSAV's management believes that these measures and the resulting nonrecurring losses from discontinued operations, together with a reasonable normalization of markets, can improve the Company's position and earnings and thus enable it to better face the future.

CSAV shall maintain the SVS duly informed of all relevant developments that arise regarding this matter. WARNING: THIS DOCUMENT CONTAINS EARNINGS ESTIMATES THAT ARE PROVISIONAL AND UNAUDITED. THIS DOCUMENT ALSO CONTAINS FORWARD-LOOKING STATEMENTS. FORWARD-LOOKING STATEMENTS ARE NOT CONCRETE FACTS AND INCLUDE STATEMENTS REGARDING POINTS OF VIEWS AND EXPECTATIONS. FORWARD-LOOKING STATEMENTS ALSO IMPLY INHERENT RISKS AND UNCERTAINTY. A NUMBER OF IMPORTANT FACTORS COULD CAUSE THE REAL RESULTS TO MATERIALLY DIFFER FROM THESE PROVISIONAL ESTIMATES AND ANY FORWARD-LOOKING STATEMENTS.



#### B) Letter from CEO dated February 15, 2012

In accordance with articles 9 and 10-2 of the Securities Market Law and General Character Standard No. 30, as I am duly authorized, I hereby inform this Superintendency of the following relevant event:

- 1. Placement. On this date, CSAV has concluded the placement of the capital increase for US\$ 1.2 billion that was agreed upon in an extraordinary shareholders' meeting held October 5, 2011 (the "Capital Increase"). The Capital Increase will involve issuing 5,867,970,660 shares for US\$ 0.2045 per share in the following stages:
- CSAV raised approximately US\$ 658.97 million during the right of first refusal period that ended January 17, 2012, placing 3,222,357,834 shares.
- CSAV raised approximately US\$ 128.84 million by placing 630,000,000 shares in a third-party placement on the Santiago Stock Exchange Securities Market on January 25, 2012.
- Lastly, on February 15, 2012, CSAV concluded the "second round" initiated on February 10, 2012, placing the remaining 2,015,612,826 shares to shareholders with the right to participate in the process, raising approximately US\$ 412.19 million.

Accordingly, the Capital Increase was fully placed.

As a result of the Capital Increase, Quiñenco S.A., directly and through its subsidiaries Inmobiliaria Norte Verde S.A. and Inversiones Río Bravo S.A., came to hold 3,264,041,231 shares of CSAV, representing 37.44% of subscribed and paid-in capital, and making it the legal controller of CSAV in accordance with Articles 97 and 99 of the Securities Market Law.

2. Spin-off. Within the framework of the agreements made at the extraordinary shareholders' meeting held October 5, 2011, the pending condition (i.e. raising at least US\$ 1.1 billion in the Capital Increase) for the spin-off of CSAV (the "Spin-off") has been fulfilled.

As a result, on this date CSAV has been spun off and the company Sociedad Matriz SAAM S.A. ("SM-SAAM"), which holds approximately 99.99% of Sudamericana, Agencias Aéreas y Marítimas S.A. ("SAAM") has been formed.

As CSAV has been informed, the board of directors of SM-SAAM met on this date and agreed to request that the company and its shares be registered in the Securities Registry of this Superintendency and in one or more Securities Markets.

In accordance with the procedure set forth for the Spin-off, the shares of SM-SAAM (whose essential asset is SAAM) will be allocated to the shareholders of CSAV that are registered in its shareholders' registry at close of business on February 29, 2012 and the shares of SM-SAAM will be physically handed over to those shareholders on March 7, 2012.

Bearing in mind the subscribed and paid shares of CSAV (which total 8,717,953,531 shares) and of SM-SAAM (which total 9,736,791,983 shares), 1,1168666991 shares of SM-SAAM will be allocated for each share of CSAV.

C) Letter from CEO dated February 27, 2012

In accordance with articles 9 and 10-2 of the Securities Market Law and General Character Standard No. 30, as I am duly authorized, I hereby complement the relevant event dated February 15, 2012 with the following information:

That letter reported that CSAV had been spun off, as agreed upon in an extraordinary shareholders' meeting on October 5, 2011 (the "Spin-off"), and as a result Sociedad Matriz SAAM S.A. ("SM-SAAM"), which holds approximately 99.99% of Sudamericana, Agencias Aéreas y Marítimas S.A. ("SAAM") has been formed.

To complement this letter, CSAV reports that on February 23, 2012, SM-SAAM and its shares were registered by your Superintendency in the Securities Registry and on February 24, 2012 they were registered with the Securities Markets.

In adhering to the procedure set forth for the Spin-off, on this date the respective announcements were published in the newspapers Diario Financiero and El Mercurio de Valparaiso and a written communication was sent to the shareholders.

As previously informed, the shares of SM-SAAM will be allocated to the shareholders of CSAV that are registered in its shareholders' registry at close of business on February 29, 2012, corresponding to 1.1168666991 shares of SM-SAAM for each share of CSAV.

Lastly, the shares of SM-SAAM will begin to be traded on the Securities Markets on March 1, 2012 and they will be physically handed over on March 6, 2012 (modifying the previously announced date of March 7, 2012).

#### D) Letter from CEO dated March 12, 2012

• In accordance with articles 9 and 10-2 of the Securities Market Law and General Character Standard No. 30, as I am duly authorized, I hereby inform this Superintendency of the following relevant event:

In a letter directed to the Chairman of CSAV, of which the Board of Directors was informed in an extraordinary session on this date, Mr. Arturo Ricke Guzmán presented his resignation as Corporate Chief Executive Officer, effective March 31, 2012.

• In the same meeting, the Board of Directors agreed that the role of the Corporate Chief Executive Officer, who was the legal representative of CSAV, would be fulfilled by Mr. Oscar Hasbún Martínez, who would also continue to serve as Container Shipping Chief Executive Officer. The Board also agreed that while the positions of Corporate Chief Executive Officer and Containershipping Chief Executive Officer are held by the same person, he shall be identified as the "Chief Executive Officer".

#### E) Letter from CEO dated June 26, 2012

In accordance with articles 9 and 10-2 of the Securities Market Law and General Character Standard No. 30, as I am duly authorized and in accordance with an ordinary meeting of the Board of Directors held June 26, 2012, I hereby inform this Superintendency of the following relevant event:

#### POLICY ON CUSTOMARY RELATED PARTY TRANSACTIONS.

Article 147, letter b of the Corporations Law sets forth that publicly-held corporations may engage in transactions with related parties without meeting the requirements and procedures contained in that standard (numbers 1-7) with prior authorization from the Board of Directors when these transactions comply with the general policies on customary transactions, as determined by the Company's Board of Directors, that are considered normal for the Company's line of business.



For these purposes, the Board of Directors, in meeting No. 5579 on December 18, 2009, authorized the Company's management to engage in related party transactions. This authorization was complemented in meeting No. 5611 on August 31, 2011. Both authorizations were reported as material events.

In meeting No. 5631 on June 26, 2012, the Board of Directors of CSAV, upon recommendation from the Directors' Committee, has approved the following Policy on Customary Related Party Transactions for Compañía Sud Americana de Vapores S.A. (CSAV):

1.- Since CSAV's main line of business is maritime, land and air transport, and related technical and administrative support, all acts, contracts, deals or conventions intended to exploit that line of business that are normal and customary are considered to fall within its line of business, including but not limited to:

Purchases of fuel, lubricants, food and other supplies for the vessels it operates;

Leases, affreightment, charters, slot exchanges, joint vessel use, vessel share agreements, joint services and other vessel use arrangements;

- Transport, rate agreements, contracts of affreightment and other methods intended for the portage of individual merchandise in containers or in bulk; land, air, river, lake, railway or multimodal transport;
- Purchases, leases, sub-leases, repair or maintenance of containers, pallets, transport units or accessories (such as generators, power packs, ventilation systems, sockets, etc.);
- Agencying or sub-agencying;
- Tug-boat, lighterage and other port services;
- Cargo or container deposit, storage or stockpiling;
- Vessel services:
- Cargo services;
- Wharf or mooring station use services;
- Port and sea pilotage;
- Potable water or energy supply;
- Loading, unloading, stowage, portage, consolidation, packaging, sealing, weighing and manipulating cargo or containers;
- Managing vessels and supplying crew or personnel, or
- Purchases of general and miscellaneous goods or services such as office supplies, magazine and newspaper subscriptions, provisions and beverages, etc., that comprise the Company's administrative expenses, etc.

- 2.- When they are contained in a master agreement (of any denomination) that determines essential elements such as the price, rate or formula for calculating the value, volume, duration, etc., that agreement must first be examined by the Directors' Committee and approved by the Board of Directors in conformity with Title XVI of the Corporations Law and other applicable standards. Each of the transactions carried out afterwards as part of that agreement shall be considered customary and shall not need to be examined and approved beforehand unless they diverge from the terms of that agreement.
- 3.- Transactions not contained in a master agreement do not need prior examination and approval as referred to above, but their price, terms and conditions must abide by market conditions prevailing when entered into.
- 4.- Regardless of other control mechanisms, the Company's management shall inform the Directors' Committee of these transactions once per year or as requested by the Directors' Committee, either individually or grouped by related party or by subject matter, business line, period, etc., as set forth by the Directors' Committee.
- 5.- This policy replaces the policy approved in meetings No. 5579 on December 18, 2009 and No. 5611 on August 31, 2011 of the Board of Directors, and is available to shareholders in the Company's corporate offices and on its website.
- F) Letter from CEO dated September 14, 2012

In accordance with articles 9 and 10-2 of the Securities Market Law and General Character Standard No. 30, as I am duly authorized by the Board of Directors in a meeting held September 14, 2012, I hereby inform this Superintendency of the following relevant event:

As part of an anti-monopoly regulatory investigation that includes CSAV and a group of shipping companies engaged in maritime car shipments, CSAV and its employees received requests for information on September 6, 2012 from US government authorities and the Canadian Competition Bureau. Since that date, CSAV's management has appealed for more information. Based on the information gathered by CSAV to date, this investigation is being conducted to look into the existence of illicit monopolistic practices surrounding price and client distribution cooperation agreements among shipping companies engaged in maritime car shipping.

At this moment, CSAV lacks additional information on the nature of the investigation. However, the Board of Directors, after being informed of the investigation on this date, has immediately instructed management to fully cooperate with these authorities and their requirements as well as any other authority with jurisdiction in these matters, and to communicate the matter as a material event.



# 2012

# Summary Financial Statements Subsidiary Companies

As of December 31, 2012

#### **CONTENTS**

With the exception of the Consolidated Financial Statements and their corresponding notes, the other information contained in this Annual Report has not been audited.

The complete Financial statements of the Subsidiaries are at the disposal of the public in the offices of the Company and of the Superintendence of Values and Insurances.

## **Summary of General Balances of Subsidiaries** As of December 31, 2012 and 2011

	SUDAMERICANA, AGENCIAS AEREAS Y MARITIMAS S,A, AND SUBSIDIARIES (*) (Chile)		AGENCIAS SUDAMERICANA AEREAS Y MARITIMAS S,A, AUSTRAL LTDA, AND SUBSIDIARIES (*) AND SUBSIDIARIES		INVERS NAVIER AND SUBS	CSAV INVERSIONES NAVIERAS S,A, AND SUBSIDIARIES (Chile)		ODFJELL Y VAPORES S,A, (Chile)		CORVINA SHIPPING CO, S, A, AND SUBSIDIARIES (Panama)		OLLO IG CO, S,A, BSIDIARIES nama)
	2012 ThUS\$	2011 ThUS\$	2012 ThUS\$	2011 ThUS\$	2012 ThUS\$	2011 ThUS\$	2012 ThUS\$	2011 ThUS\$	2012 ThUS\$	2011 ThUS\$	2012 ThUS\$	2011 ThUS\$
ASSETS												
Current assets	-	191,230	74	83	108,290	116,817	9,513	14,135	1,534,838	293,600	452,078	287,499
Non - Current assets	-	703,625	1,265	1,282	28,585	29,531	10,617	2,559	272,410	250,963	1,474,185	1,138,039
Total assets	-	894,855	1,339	1,365	136,875	146,348	20,130	16,694	1,807,248	544,563	1,926,263	1,425,538
LIABILITIES AND SHAREHOLDERS' EQUITY												
Current liabilities	=	94,867	2,300	2,259	67,239	81,186	1,223	721	449,898	56,140	1,715,909	1,485,628
Non - Current liabilities	-	188,199	828	1,004	936	1,982	131	224	29,435	197,050	1,070,992	670,568
Capital and reserves	-	175,152	537	537	5,537	5,839	1,033	1,033	1,040,601	40,496	128,014	90,592
Net income (loss) for the year	-	428,201	(2,313)	(2,422)	60,884	54,932	17,743	14,716	287,072	250,645	(989,110)	(822,787)
Share Premium	-	-	-	-	-	-	-	-	-	-	-	-
Minority interest	-	8,436	(13)	(13)	2,279	2,409	-	-	242	232	458	1,537
Total liabilities and shareholders'equity	-	894,855	1,339	1,365	136,875	146,348	20,130	16,694	1,807,248	544,563	1,926,263	1,425,538

# **Summary Results of Subsidiaries Companies** As of December 31, 2012 and 2011

	AEREAS Y	AMERICANA, GENCIAS ' MARITIMAS S,A, IBSIDIARIES (*) (Chile)	TRAI SUDAI AUSTI AND SU	RESA DE NSPORTE MERICANA RAL LTDA, IBSIDIARIES Chile)	NAV AND S	CSAV /ERSIONES /IERAS S,A, SUBSIDIARIES (Chile)	ODFJELL Y VAPORES S,A, (Chile)		CORVINA SHIPPING CO, S,A, AND SUBSIDIARIES (Panama)		TOLLO SHIPPING CO, S,A, AND SUBSIDIARIES (Panama)	
	2012	2011	2012	2011	2012	2011	2012	2011	2012	2011	2012	2011
	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$	ThUS\$
Ordinary Revenues	=	425,841	-	-	138,584	180,741	11,510	11,330	134,235	83,362	1,097,823	1,841,351
Cost of sales	-	(316,446)	-	-	(22,049)	(37,206)	(10,560)	(9,082)	(134,125)	(78,834)	(1,088,880)	(2,256,178)
Gross Profit	-	109,395	-	-	116,535	143,535	950	2,248	110	4,528	8,943	(414,827)
Other income	-	35,969	163	178	2,065	1,865	3,131	17	1,774	11,911	10,459	5,363
Less: Other expenses	-	(12,427)	(12)	(815)	(897)	(5,122)	(2)	-	(3,234)	(3,319)	(36,227)	(30,605)
Less: Administrative expenses Exchange differences and Results for	=	(51,894)	(41)	(39)	(87,927)	(99,386)	(249)	(217)	(99)	(1,162)	(34,805)	(44,585)
readjustment Units	-	(3,153)	(10)	(9)	644	3,216	(4)	103	(327)	47	(677)	(980)
Profit (Loss) Before Tax	-	77,890	100	(685)	30,420	44,108	3,826	2,151	(1,776)	12,005	(52,307)	(485,634)
Income tax (expense) income	-	(14,126)	9	8	(10,170)	(14,809)	(799)	(427)	(12)	(18)	(3,177)	(2,187)
Profit (loss) from continuing operations	-	63,764	109	(677)	20,250	29,299	3,027	1,724	(1,788)	11,987	(55,484)	(487,821)
Profit (loss) from discontinued operations	-	-	-	-	19	(1,820)	-	-	-	-	(62,763)	(155,014)
Profit (Loss)	-	63,764	109	(677)	20,269	27,479	3,027	1,724	(1,788)	11,987	(118,247)	(642,835)
Gain (Loss) Attributable to the Parent Gain (Loss) Attributable to Minority	=-	60,217	109	(677)	16,097	22,149	3,027	1,724	(1,925)	11,822	(119,679)	(643,570)
interest	-	3,547	-	-	4,172	5,330	-	-	137	165	1,432	735
Profit (Loss)	_	63,764	109	(677)	20,269	27,479	3,027	1,724	(1,788)	11,987	(118,247)	(642,835)



CSAV AGENCY, LLC AND SUBSIDIARY (USA)		COMPAÑÍA SUDAMERICANA DE VAPORES GMBH (GERMANY)		ANA INVERSIONES PLAN SMBH FUTURO S,A, (**)		INVERSIONES NUEVO TIEMPO S,A, (**) (Panama)		NORGISTICS HOLDINGS,A, Y SUBSIDIARIES (Chile)		CSAV GROUP (CHINA) SHIPPING CO, LTD, (China)		NORGISTICS (CHINA) LTD, (China)	
2012 ThUS\$	2011 ThUS\$	2012 ThUS\$	2011 ThUS\$	2012 ThUS\$	2011 ThUS\$	2012 ThUS\$	2011 ThUS\$	2012 ThUS\$	2011 ThUS\$	2012 ThUS\$	2011 ThUS\$	2012 ThUS\$	2011 ThUS\$
15,077	10,393	1,639	1,524	=	358	=	=	10,118	10,193	29,633	40,845	2,528	2,670
452	668	291	414	-	41,198	-	4,039	274	96	432	676	4	1
15,529	11,061	1,930	1,938	-	41,556	-	4,039	10,392	10,289	30,065	41,521	2,532	2,671
3,942 27	4,205 27	607	678 -	-	1 -	-	9,269 -	5,102 -	5,188 -	22,827 -	30,462 -	734 -	1,029 -
904	904	386	361	-	37,500	-	6,170	4,998	4,998	2,845	2,588	1,101	1,062
10,656	5,925	937	899	=	4,055	=	(11,400)	274	89	4,393	8,471	697	580
-	-	-	=	-	-	-	-	- 18	- 14	-	-	-	-
15,529	11,061	1,930	1,938	-	41,556	-	4,039	10,392	10,289	30,065	41,521	2,532	2,671

CSAV AGENCY, LLC AND SUBSIDIARY (USA)		SUDA DE VAF	IMPAÑÍA IMERICANA PORES GMBH ERMANY)			TIEMPO	INVERSIONES NUEVO TIEMPO S,A, (***) (Panama)		ORGISTICS LDINGS,A, IBSIDIARIES (Chile)	CSAV GROUP (CHINA) SHIPPING CO, LTD, (China) 2012 2011		NORGISTICS (CHINA) LTD, (China)	
2012 ThUS\$	2011 ThUS\$	2012 ThUS\$	2011 ThUS\$	2012 ThUS\$	2011 ThUS\$	2012 ThUS\$	2011 ThUS\$	2012 ThUS\$	2011 ThUS\$	2012 ThUS\$	2011 ThUS\$	2012 ThUS\$	2011 ThUS\$
27,519 -	38,911 -	10,172 -	10,504 -	- -	-	-	-	22,743 (20,981)	16,089 (15,637)	23,733 (2,382)	34,674 (4,650)	449 -	361 -
27,519	38,911	10,172	10,504	-	-	-	-	1,762	452	21,351	30,024	449	361
- (85) (22,827)	- (122) (26,802)	- (61) (10,022)	- - (10,297)	- - -	- - (5)	- -	- - (5)	114 (2) (1,660)	54 (2) (822)	47 (147)	(160)	2 (270)	- (2) (188)
(22,027)	(20,602)	- (10,022)	(10,297)	-	-	-	(5)	107	42	(16,564)	(18,235) (1,102)	(10)	(32)
4,607	11,987	89	207	-	(5)	-	(5)	321	(276)	4,687	10,527	170	139
124	-	(51)	(53)	-	-	-	-	(132)	(17)	(1,342)	(2,332)	(32)	(40)
4,731	11,987	38	154	-	(5)	-	(5)	189	(293)	3,345	8,195	138	99
-	(105)	-	-	-	-	-	-	-	-	-	(353)	-	-
4,731	11,882	38	154	-	(5)	-	(5)	189	(293)	3,345	7,842	138	99
4,731	11,882	38	154	-	(5)	-	(5)	185	(292)	3,345	7,842	138	99
=	-	=	-	-	-	_	-	4	(1)	-	-	-	-
4,731	11,882	38	154	-	(5)	-	(5)	189	(293)	3,345	7,842	138	99

#### **Summarized Cash Flow of Subsidiaries Companies**

As of December 31, 2012 and 2011

	AGEN AEREAS Y MA AND SUBSI	SUDAMERICANA, AGENCIAS AEREAS Y MARITIMAS S.A. AND SUBSIDIARIES (*) (Chile)		EMPRESA DE TRANSPORTE SUDAMERICANA AUSTRAL LTDA. AND SUBSIDIARIES (Chile)		CSAV INVERSIONES NAVIERAS S.A. AND SUBSIDIARIES (Chile)		ODFJELL Y VAPORES S.A. (Chile)		CORVINA SHIPPING CO. S.A. AND SUBSIDIARIES (Panama)		OLLO G CO. S.A. BSIDIARIES Nama)
	2012 ThUS\$			2011 ThUS\$	2012 ThUS\$	2011 ThUS\$	2012 ThUS\$	2011 ThUS\$	2012 ThUS\$	2011 ThUS\$	2012 ThUS\$	2011 ThUS\$
NET CASH FLOW												
Cash flow from (used in) operating activities	-	61,380	(180)	6	18,901	17,261	559	12,843	79,851	26,076	176,126	(74,187)
Cash flow from (used in) investing activities	-	(85,286)	175	130	(1,113)	(9,667)	(5,864)	(1,203)	2,524	788	(195,080)	(353,941)
Cash flow from (used in) financing activities	-	961	(26)	(125)	(14,404)	(19,211)	-	-	(39,796)	(29,038)	37,320	178,634
Net increase (decrease) in cash and cash equivalents	-	(22,945)	(31)	11	3,384	(11,617)	(5,305)	11,640	42,579	(2,174)	18,366	(249,494)
Inflation effect over cash and cash equivalents	-	236	-	-	(558)	(807)	-	-	41	-	(1,089)	(1,243)
Net changes in cash and cash equivalents	-	(22,709)	(31)	11	2,826	(12,424)	(5,305)	11,640	42,620	(2,174)	17,277	(250,737)
Initial cash and cash equivalent	-	66,479	61	50	31,050	43,474	12,797	1,157	20,936	12,243	38,835	300,437
Cash and cash equivalent at the end of the period	-	43,770	30	61	33,876	31,050	7,492	12,797	63,556	10,069	56,112	49,700

<sup>(\*)</sup> As a result of the spin-off, this company is not included in the consolidated financial estatement as of December 31, 2012. (\*\*) Companies absorved by Tollo Shipping Co., during the first half of 2012.



CSAV AGENCY, LLC AND SUBSIDIARY (USA)		COMPAÑÍA SUDAMERICANA DE VAPORES GMBH (Germany)		INVERSIONES PLAN FUTURO S.A. (**) (Panama)		INVERSIONES NUEVOTIEMPO S.A. (**) (Panama)		NORGI HOLDIN AND SUBS (Chi	IG S.A. Sidiaries	CSAV GROUP (CHINA) SHIPPING CO. LTD. (China)		NORGISTICS (CHINA) LTD. (China)	
2012 ThUS\$	2011 ThUS\$	2012 ThUS\$	2011 ThUS\$	2012 ThUS\$	2011 ThUS\$	2012 ThUS\$	2011 ThUS\$	2012 ThUS\$	2011 ThUS\$	2012 ThUS\$	2011 ThUS\$	2012 ThUS\$	2011 ThUS\$
9,029	7,570	(2)	(343)	-	(77)	-	(10)	534	797	9,141	14,823	(248)	490
(103)	(102)	(123)	(259)	-	-	-	-	318	(4,232)	(136)	(327)	(1)	-
-	(18,170)	-	-	-	-	-	-	-	-	(6,450)	(12,282)	-	(504)
8,926	(10,702)	(125)	(602)	-	(77)	-	(10)	852	(3,435)	2,555	2,214	(249)	(14)
-	-	88	(54)	-	-	-	-	19	-	-	-	-	-
8,926	(10,702)	(37)	(656)	-	(77)	-	(10)	871	(3,435)	2,555	2,214	(249)	(14)
1,692	12,394	281	937	-	77	-	10	1,111	4,546	3,561	1,347	532	546
10,618	1,692	244	281	-	-	-	-	1,982	1,111	6,116	3,561	283	532

#### **Declaration of Responsability**

Tax: 90.160.000-7

Company name: Compañía Sud Americana de Vapores S.A.

At the board meeting held on March 1, 2013, the undersigned were informed of and declare themselves responsible for the accuracy of the information included in these Conslidated Financial Statements as of December 31, 2012, in accordance with the following detail:

	CONSOLIDATED
Report of the External Auditors	X
Financial Statements	X
Management's Analysis	X
Material Information	X
Declaration of Responsability	X

Name		Tax
Francisco Pérez Mackenna	Vice Chairman	6.525.286-4
Canio Corbo Lioi	Director	3.712.353-6
Arturo Claro Fernández	Director	4.108.676-9
Gonzalo Menéndez Duque	Director	5.569.043-K
Hernán Büchi Buc	Director	5.718.666-6
Víctor Toledo Sandoval	Director	5.899.818-4
Christoph Schiess Schmitz	Director	6.371.875-0
Juan Francisco Gutiérrez Irarrázaval	Director	6.693.164-1
Juan Antonio Álvarez Avendaño	Director	7.033.770-3
José De Gregorio Rebeco	Director	7.040.498-2
Oscar Hasbún Martínez	General Manager	11.632.255-2



