



## EARNINGS RELEASE

**9M18 – 3Q18**

*January 01, 2018 –September 30, 2018*

*SONDA S.A. and subsidiaries report their consolidated financial results for the period from January 01 to September 30, 2018. All figures are expressed in Chilean pesos and have been prepared under International Financial Reporting Standards (IFRS). Translations to US dollars stated in this report are based on the month-end exchange rate as of September 30, 2018 (1 US\$ = 660.42 Chilean Pesos).*

## SUMMARY: 9M18 - 3Q18

- **CONSOLIDATED REVENUES**  
US\$863.7 million
- **OPERATING INCOME**  
US\$53.3 million
- **EBITDA**  
US\$94.5 million
- **NET INCOME**  
US\$10.5 million
- **EBITDA MARGIN**  
10.9%
- **NET MARGIN**  
1.2%

## EXECUTIVE SUMMARY

SONDA totaled consolidated revenues of \$570,406 million (US\$863.7 million) in the first nine months of 2018. Operating Income reached \$35,185 million (US\$53.3 million) and EBITDA registered \$62,380 million (US\$94.5 million). Net income attributable to owners totaled \$6,938 million (US\$10.5 million), influenced by negative effects of the exchange rate in US\$14.1 million.

In constant currency, revenues increased by 0.5% and EBITDA decreased by 6.9%.

Regional results:

Region	Revenues		EBITDA	
	Ch\$M	ΔY/Y	Ch\$M	ΔY/Y
Chile	260,426	-1.1%	37,738	-13.7%
Brazil	164,133	-20.2%	8,337	3.3%
Mexico	48,382	-6.9%	3,730	-49.9%
OPLA	97,464	6.0%	12,574	19.7%
Total	570,406	-6.9%	62,380	-10.6%

Current Liquidity ratio was 1.8x, Financial Leverage ratio was 0.4x and Financial Expenses Coverage ratio was 5.6x, reflecting a solid financial position.

Highlights:

- Operations outside Chile totaled revenues of \$309,979 million (US\$469.4 million), which represents 54.3% of the consolidated revenues, and EBITDA of \$24,642 million (US\$37.3 million). In constant currency, revenues and EBITDA grew (YoY) by 0.6% and by 4.3% respectively.
- In Brazil, revenues decreased 6.1% and EBITDA increased 23.8% in constant currency. Revenues in reporting currency reached \$164,133 million (US\$248.5 million), decreasing by 20.2% and EBITDA totaled \$8,337 million (US\$12.6 million), increasing by 3.3% (YoY).
- In Mexico, in constant currency, revenues and EBITDA decreased 4.0% and 49.3%, respectively. Revenues in reporting currency reached \$48,382 million (US\$73.3 million), decreasing by 6.9% (YoY) and EBITDA totaled \$3,730 million (US\$5.6 million), lower by 49.9%.
- OPLA, in constant currency, revenues and EBITDA increased 18.2% and 27.1%, respectively. In reporting currency, revenues totaled \$97,464 million (US\$147.6 million), 6.0% higher (YoY), and EBITDA registered \$12,574 million (US\$ 19.0 million), 19.7% higher (YoY).
- In Chile, in constant currency, revenues increased 0.3% (YoY) and EBITDA decreased 13.5%. In reporting currency, revenues decreased by 1.2% (YoY), totaling \$260,426 million (US\$394.3 million) and EBITDA decreased by 13.7% (YoY), reaching \$37,738 million (US\$57.1 million). Excluding the effect of the sale of the subsidiary Transacciones Electrónicas (Dec-17), whose results are not being consolidated since January 2018, revenues would have grown by 3.1% and EBITDA by 0.7%.
- Net income attributable to the owners decreased 71.7% compared to September 2017. This result included a negative foreign exchange effect in the determination of taxes by US\$ 14.1 million. In September of 2017, the exchange rate effect was positive by US\$8.8 million. The net variation of both impacts is a negative effect of US\$22.9mm (YoY). Taking both effects apart, net Income would have been lower by 10.8% (YoY).
- In the period, deals closed totaled US\$933.5 million, 2.3% lower than in the same period of 2017 (at each period-end exchange rate). At regional level, Brazil contributed with 39.9% of business closed. OPLA increased by 32.3% (YoY), mainly because of IT Services business, +50.1%.
- Pipeline of new potential businesses amounted US\$3,524.9 million, growing 0.6% compared to the same period of 2017. Brazil contributed with US\$1,726.9 million of potential businesses.

Figure 1 – Consolidated Financial Statement

Consolidated Financial Statements | SONDA S.A.

Millions of Ch\$ (Ch\$M)	Sep-17	Sep-18	Δ \$	Δ %
<b>Income Statement</b>				
Revenues	612,889	570,406	-42,483	-6.9%
Cost of Sales	-510,176	-473,427	36,749	-7.2%
<b>GROSS PROFIT</b>	<b>102,713</b>	<b>96,979</b>	<b>-5,734</b>	<b>-5.6%</b>
Administration Expenses	-64,326	-61,794	2,531	-3.9%
<b>OPERATING INCOME <sup>(1)</sup></b>	<b>38,387</b>	<b>35,185</b>	<b>-3,202</b>	<b>-8.3%</b>
Depreciation and Amortization	31,376	27,195	-4,181	-13.3%
<b>EBITDA <sup>(2)</sup></b>	<b>69,763</b>	<b>62,380</b>	<b>-7,383</b>	<b>-10.6%</b>
Other Income	1,944	1,613	-331	-17.0%
Other Expenses	-8,239	-7,216	1,024	-12.4%
<b>PROFIT (LOSS) FROM OPERATING ACTIVITIES</b>	<b>32,092</b>	<b>29,581</b>	<b>-2,510</b>	<b>-7.8%</b>
Financial Income	5,185	6,299	1,114	21.5%
Financial Expenses	-12,472	-11,140	1,331	-10.7%
Share of Profit (Loss) of Associates	109	183	74	67.2%
Foreign Exchange Differences	2,150	1,579	-571	-26.5%
Income (Loss) for Indexed Assets and Liabilities	-58	-1,784	-1,726	-
<b>NET INCOME BEFORE TAXES</b>	<b>27,006</b>	<b>24,718</b>	<b>-2,288</b>	<b>-8.5%</b>
Income Tax Expense	558	-17,079	-17,637	-
<b>NET INCOME FROM CONTINUING OPERATIONS</b>	<b>27,564</b>	<b>7,640</b>	<b>-19,925</b>	<b>-72.3%</b>
Net Income Attributable to Minority Interest	3,561	702	-2,860	-80.3%
<b>NET INCOME ATTRIBUTABLE TO OWNERS OF THE COMPANY</b>	<b>24,003</b>	<b>6,938</b>	<b>-17,065</b>	<b>-71.1%</b>
<b>Balance Sheet</b>	<b>Dec-17</b>	<b>Sep-18</b>	<b>Δ \$</b>	<b>Δ %</b>
Cash and Cash Equivalents	40,845	40,011	-834	-2.0%
Other Current Financial Assets	45,588	14,765	-30,823	-67.6%
Trade Accounts Receivable and Other Receivables, Net	225,160	205,633	-19,527	-8.7%
Accounts Receivable from Related Companies	5,712	6,173	460	8.1%
Inventories	37,703	42,750	5,046	13.4%
Other Current Assets	48,028	51,935	3,908	8.1%
<b>CURRENT ASSETS</b>	<b>403,036</b>	<b>361,266</b>	<b>-41,770</b>	<b>-10.4%</b>
Intangibles Assets and Goodwill	254,954	234,430	-20,524	-8.0%
Property, Plant and Equipment, Net	124,134	114,771	-9,364	-7.5%
Other Non-currents Assets	97,035	104,214	7,179	7.4%
<b>NON-CURRENT ASSETS</b>	<b>476,124</b>	<b>453,415</b>	<b>-22,709</b>	<b>-4.8%</b>
<b>ASSETS</b>	<b>879,160</b>	<b>814,681</b>	<b>-64,479</b>	<b>-7.3%</b>
Other Current Financial Liabilities	70,078	76,095	6,017	8.6%
Other Liabilities	182,820	129,503	-53,317	-29.2%
<b>CURRENT LIABILITIES</b>	<b>252,899</b>	<b>205,598</b>	<b>-47,300</b>	<b>-18.7%</b>
Other Non-current Financial Liabilities	102,098	106,903	4,805	4.7%
Other Liabilities, Non-Current	34,425	31,490	-2,936	-8.5%
<b>NON-CURRENT LIABILITIES</b>	<b>136,523</b>	<b>138,393</b>	<b>1,869</b>	<b>1.4%</b>
<b>LIABILITIES</b>	<b>389,422</b>	<b>343,991</b>	<b>-45,431</b>	<b>-11.7%</b>
Minority Interest	5,329	5,825	496	9.3%
<b>TOTAL SHAREHOLDERS' EQUITY ATTRIBUTABLE TO OWNERS OF THE COMPANY</b>	<b>484,409</b>	<b>464,865</b>	<b>-19,544</b>	<b>-4.0%</b>
<b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY</b>	<b>879,160</b>	<b>814,681</b>	<b>-64,479</b>	<b>-7.3%</b>

<sup>(1)</sup> Operating Income = Gross Profit – Administration Expenses

<sup>(2)</sup> EBITDA = Operating Income + Depreciation and Amortization

## MANAGEMENT DISCUSSION AND ANALYSIS ON 9M18 AND 3Q18 CONSOLIDATED RESULTS

### I. Consolidated Results for the first nine months of 2018 (9M18)

#### Revenues

Consolidated Revenues reached \$570,406 million (US\$863.7 million) in the period, lower by 6.9% (\$42,483 million / US\$64.3 million) comparing to 9M17. In constant currency, revenues grew by 0.5% (YoY).

The main variations are the following:

- Decrease of 13.8% (\$47,619 million / US\$72.1 million) in revenues from IT Services, totaling \$297,114 million (US\$449.9 million) in 9M18, mainly due to Brazil.
- Decrease of 0.2% (\$555 million / US\$0.8 million) in Platforms revenues, reaching \$237,570 million (US\$359.7 million) in the first nine months of 2018, mainly due to OPLA, partially offset by Chile.
- Increase of 19.0% (\$5,691 million / US\$8.6 million) in Applications revenues, reaching \$35,721 million (US\$54.1 million) in the period, mainly due to Brazil.

In the first nine months of 2018, the revenue breakdown by business was 52.1% IT Services, 41.6% Platforms and 6.3% Applications.

Figure 2 – Consolidated Revenues by Business Line

Accumulated	Sep-17	Sep-18	Δ \$	Δ %	Sep-18A	Δ \$ (a/a)	Δ % (a/a)
	Ch\$M	Ch\$M			Ch\$M		
<b>CONSOLIDATED REVENUES BY BUSINESS LINE</b>							
Platforms	238,125	237,570	-555	-0.2%	250,560	12,435	5.2%
IT Services	344,733	297,114	-47,619	-13.8%	326,081	-18,652	-5.4%
Applications	30,030	35,721	5,691	19.0%	39,136	9,106	30.3%
<b>Total</b>	<b>612,889</b>	<b>570,406</b>	<b>-42,483</b>	<b>-6.9%</b>	<b>615,778</b>	<b>2,889</b>	<b>0.5%</b>
<b>Breakdown</b>							
Platforms	38.8%	41.6%			40.7%		
IT Services	56.3%	52.1%			53.0%		
Applications	4.9%	6.3%			6.4%		
<b>Total</b>	<b>100%</b>	<b>100%</b>			<b>100%</b>		

Note: Sep-18A corresponds to revenues for the period 2018 in constant currency.

#### Cost of Sales and Selling, General and Administrative Expenses

Cost of sales amounted \$473,427 million (US\$716.9 million) in the first nine month of 2018, decreasing by 7.2% (YoY), in line with lower revenues.

Administration expenses were \$61,794 million (US\$93.6 million) in 9M18, lower by 3.9% (YoY).

Figure 3 – Income Statement

Accumulated	Sep-17 Ch\$M	Sep-18 Ch\$M	Δ \$	Δ %	Sep-18A Ch\$M	Δ \$ (a/a)	Δ % (a/a)
<b>SUMMARY OF CONSOLIDATED INCOME STATEMENT</b>							
Revenues	612,889	570,406	-42,483	-6.9%	615,778	2,889	0.5%
Cost of Sales	-510,176	-473,427	36,749	-7.2%	-514,217	-4,040	0.8%
<b>GROSS PROFIT</b>	<b>102,713</b>	<b>96,979</b>	<b>-5,734</b>	<b>-5.6%</b>	<b>101,561</b>	<b>-1,152</b>	<b>-1.1%</b>
Administration Expenses	-64,326	-61,794	2,531	-3.9%	-66,053	-1,727	2.7%
<b>OPERATING INCOME <sup>(1)</sup></b>	<b>38,387</b>	<b>35,185</b>	<b>-3,202</b>	<b>-8.3%</b>	<b>35,508</b>	<b>-2,879</b>	<b>-7.5%</b>
<b>EBITDA <sup>(2)</sup></b>	<b>69,763</b>	<b>62,380</b>	<b>-7,383</b>	<b>-10.6%</b>	<b>64,980</b>	<b>-4,783</b>	<b>-6.9%</b>
<b>NET INCOME ATTRIBUTABLE TO OWNERS</b>	<b>24,003</b>	<b>6,938</b>	<b>-17,065</b>	<b>-71.1%</b>	<b>5,815</b>	<b>-18,188</b>	<b>-75.8%</b>
<b>Financial Ratios</b>							
Gross Margin	16.8%	17.0%			16.5%		
Operating Margin	6.3%	6.2%			5.8%		
EBITDA Margin	11.4%	10.9%			10.6%		
Net Margin	3.9%	1.2%			0.9%		

(1) Operating Income: Gross Profit – Administration Expenses

(2) EBITDA: Operating Income + Depreciation and Amortization

**Note:** Sep-18A corresponds to results for the period 2018 in constant currency.

### Operating Income and EBITDA

Operating Income reached \$35,185 million (US\$53.3 million), lower by 8.3% (YoY). Gross Margin was 17.0%, 20 bp higher (YoY), and Operating Margin was 6.2%, lower by 10 bp (YoY). In constant currency, the Operating Income was 7.5% lower.

EBITDA totaled \$62,380 million (US\$94.5 million) in the first nine months of 2018, representing a decrease of 10.6% (YoY). In constant currency, EBITDA decreased by 6.9%. Excluding the effect of the sale of the subsidiary Transacciones Electrónicas (Dec-17), whose results are not being consolidated since January 2018, EBITDA would have decreased 1.8%.

The EBITDA margin reached 10.9%, lower by 50 bp (YoY). Without the effect of the subsidiary Transacciones Electrónicas S.A., EBITDA Margin would have been higher by 40 bp (YoY).

### Other Comprehensive Income / Losses (Excluding Administration Expenses)

Other comprehensive income / losses, excluding Administration expenses registered a loss of \$10,466 million (US\$15.8 million) 9M18, compared to the loss of \$11,381 million (US\$17.2 millions) in 2017. The main variations were: an increase in Net Financial Income (\$2,445 million / US\$ 3.7 million), a decrease in Other Expenses (\$1,024 million / US\$1.5 million), and a higher loss for Indexed Assets and Liabilities (\$1,726 million / US\$2.6 million). The latter, mainly due to inflation adjustments made in Argentina.

Other expenses decreased mainly due to a lower charge for restructuring expenses (\$1,320 million / US\$2.0 million).

### Net Income

Net income attributable to the owners of the company amounted \$6,938 million (US\$ 10.5 million), 71.1% lower than in the same period of 2017. The latter included a negative effect over tax (-US\$14.1 million) due to exchange rate variations. In 9M17, the exchange rate effect was positive and amounted US\$8.8 million. The net variation of both effects has a negative consequence of US\$22.9 million (YoY). Taking both effects apart, net income would have been lower by 10.8% (YoY).

## II. Consolidated Results for the third quarter of 2018 (3Q18)

### Revenues

Consolidated Revenues reached \$202,507 million (US\$306.6 million) in 3Q18, lower by 0.3% than in 3Q17 (-\$698 million / -US\$1.1 million). In constant currency, revenues grew by 6.6% (YoY).

The main variations are the following:

- Decrease of 12.1% (-\$13,947 million / US\$21.1 million) in revenues from IT Services, totaling \$101,355 million (US\$153.5 million), mainly due to Brazil.
- Increase of 15.2% (+\$11.804 million / US\$17.9 million) in Platforms revenues, reaching \$89,453 million (US\$135.4 million) in 3Q18, mainly explained by México and OPLA.
- Increase of 14.1% (\$1,445 million / US\$2.2 million) in Applications revenues, reaching \$11,699 million (US\$17.7 million) in 3Q18, mainly driven by Brazil and Chile.

In the third quarter of 2018, the revenue breakdown by business was 50.1% IT Services, 44.2% Platforms and 5.8% Applications.

Figure 4 – Consolidated Revenues by Business Line

Quarter	3Q17	3Q18	Δ \$	Δ %	3Q18A	Δ \$ (a/a)	Δ % (a/a)
	Ch\$M	Ch\$M			Ch\$M		
<b>CONSOLIDATED REVENUES BY BUSINESS LINE</b>							
Platforms	77,650	89,453	11,804	15.2%	91,865	14,215	18.3%
IT Services	115,302	101,355	-13,947	-12.1%	111,689	-3,613	-3.1%
Applications	10,253	11,699	1,445	14.1%	12,983	2,730	26.6%
<b>Total</b>	<b>203,205</b>	<b>202,507</b>	<b>-698</b>	<b>-0.3%</b>	<b>216,537</b>	<b>13,332</b>	<b>6.6%</b>
<b>Breakdown</b>							
Platforms	38.2%	44.2%			42.4%		
IT Services	56.7%	50.1%			51.6%		
Applications	5.1%	5.8%			6.0%		
<b>Total</b>	<b>100%</b>	<b>100%</b>			<b>100%</b>		

Note: 3Q18A corresponds to results for the period 2018 in constant currency.

### Cost of Sales and Selling, General and Administrative Expenses

Cost of sales amounted \$165,917 million (US\$251.2 million) in the first nine months of 2018, increasing by 0.5% (YoY).

Administration expenses were \$20,955 million (US\$31.7 million) in 3Q18, lower by 7.5% (YoY).

Figure 5 – Income Statement

	3Q17	3Q18	Δ \$	Δ %	3Q18A	Δ \$ (t/t)	Δ % (t/t)
<b>SUMMARY OF CONSOLIDATED INCOME STATEMENT</b>							
Revenues	203,205	202,507	-698	-0.3%	216,537	13,332	6.6%
Cost of Sales	-165,033	-165,917	-884	0.5%	-178,427	-13,394	8.1%
<b>GROSS PROFIT</b>	<b>38,172</b>	<b>36,590</b>	<b>-1,582</b>	<b>-4.1%</b>	<b>38,110</b>	<b>-62</b>	<b>-0.2%</b>
Administration Expenses	-22,646	-20,955	1,691	-7.5%	-22,256	391	-1.7%
<b>OPERATING INCOME <sup>(1)</sup></b>	<b>15,526</b>	<b>15,635</b>	<b>109</b>	<b>0.7%</b>	<b>15,855</b>	<b>329</b>	<b>2.1%</b>
<b>EBITDA <sup>(2)</sup></b>	<b>26,270</b>	<b>24,513</b>	<b>-1,757</b>	<b>-6.7%</b>	<b>25,488</b>	<b>-781</b>	<b>-3.0%</b>
<b>NET INCOME ATTRIBUTABLE TO OWNERS</b>	<b>12,329</b>	<b>5,602</b>	<b>-6,727</b>	<b>-54.6%</b>	<b>5,758</b>	<b>-6,571</b>	<b>-53.3%</b>
<b>Financial Ratios</b>							
Gross Margin	18.8%	18.1%			17.6%		
Operating Margin	7.6%	7.7%			7.3%		
EBITDA Margin	12.9%	12.1%			11.8%		
Net Margin	6.1%	2.8%			2.7%		

(1) Operating Income: Gross Profit – Administration Expenses

(2) EBITDA: Operating Income + Depreciation and Amortization

**Note:** 3QA corresponds to results for the period 2018 in constant currency.

### Operating Income and EBITDA

Operating income amounted \$15,635 million (US\$23.7 million), higher by 0.7% (YoY). Gross Margin was 18.1%, 70 bp lower (YoY), and Operating Margin was 7.7%, higher by 10 bp comparing to 3Q17. In constant currency, the Operating Income was 2.1% higher.

EBITDA totaled \$24,513 million (US\$37.1 million), representing a decrease of 6.7% (YoY). In constant currency, EBITDA decreased by 3.0%. The EBITDA Margin reached 12.1%, lower by 80 bp (YoY) comparing to 3Q17.

### Other Comprehensive Income / Losses (Excluding Administration Expenses)

Total Other comprehensive income / losses, excluding Administration expenses, registered a loss of \$4,565 million (US\$6.9 million) in 3Q18, as compared to the loss of \$4,347 million (US\$6.6 million) amounted in 3Q17. The latter was a consequence of higher Other expenses (\$848 million / US\$1.3 million) and a higher loss for Indexed Assets and Liabilities (\$1,903 million / US\$2.9 million), mainly due to inflation adjustments made in Argentina. The latter was offset by a positive effect (+\$1,467 million / +US\$2.2 million) in Foreign exchange differences, compared to 3Q17.

### Net Income

Net income attributable to the owners of the company amounted \$5,602 million (US\$8.5 million) in 3Q18, 54.6% lower than in 3Q17. The latter included a negative effect over tax as a consequence of exchange rate fluctuations (CLP/USD). Taking exchange rate effect apart, Net income would have increased 1.6% (YoY).

### III. Regional Results for the first nine months (9M18) and the third quarter of 2018 (3Q18) Chile

Main changes between 9M18 and 9M17 are described below:

- Revenues totaled \$260,426 million (US\$394.3 million), showing a decrease of 1.1% (YoY), mainly explained by lower revenues from IT Services (-8.6%), as a consequence of the sale of the interest in Transacciones Electronicas S.A. (Dec-17). Lower revenues were registered due to the latter effect (-\$10,771 million / -US\$16.3 millions). In constant currency, excluding the effect of the sale of Transacciones Electronicas S.A., revenues would have grown 4.6%.
- Operating Income totaled \$27,841 million (US\$42.2 million / -16.4% YoY) and EBITDA registered \$37,738 million (US\$57.1 million / -13.7% YoY), mainly explained by the divestiture of Transacciones Electronicas S.A (EBITDA -\$6,256 million / - US\$9.5 million).
- Operating Margin reached 10.7%, and EBITDA Margin was 14.5%, 190bp and 210bp lower than in the same period of 2017, respectively.

Figure 6 – Business in Chile

	Sep-17 Ch\$M	Sep-18 Ch\$M	Δ \$	Δ %	Sep-18A Ch\$M	Δ \$ (a/a)	Δ % (a/a)
<b>SUMMARY OF RESULTS CHILE</b>							
REVENUES	263,275	260,426	-2,849	-1.1%	264,105	830	0.3%
Platforms	146,374	151,152	4,778	3.3%	154,769	8,395	5.7%
IT Services	104,570	95,591	-8,979	-8.6%	95,653	-8,918	-8.5%
Applications	12,331	13,683	1,352	11.0%	13,683	1,352	11.0%
Cost of Sales	-199,340	-201,689	-2,349	1.2%	-205,041	-5,701	2.9%
GROSS PROFIT	63,935	58,737	-5,198	-8.1%	59,064	-4,871	-7.6%
Administration Expenses	-30,634	-30,896	-262	0.9%	-31,125	-491	1.6%
OPERATING INCOME <sup>(1)</sup>	33,301	27,841	-5,460	-16.4%	27,939	-5,362	-16.1%
<b>EBITDA <sup>(2)</sup></b>	<b>43,746</b>	<b>37,738</b>	<b>-6,008</b>	<b>-13.7%</b>	<b>37,857</b>	<b>-5,889</b>	<b>-13.5%</b>
Operating Margin	12.6%	10.7%			10.6%		
EBITDA Margin	16.6%	14.5%			14.3%		

(1) Operating Income: Gross Profit – Administration Expenses

(2) EBITDA: Operating Income + Depreciation and Amortization

**Note:** Sep-18A corresponds to results for the period 2018 in constant currency.

Main changes between 3Q18 and 3Q17 are described below:

- Revenues totaled \$87,116 million (US\$131.9 million), showing an increase of 1.2% (YoY), explained by higher revenues in Applications and Platform business, partially offset by IT Services business as a consequence of the sale of the interest in Transacciones Electronicas S.A. (Dec-17). In constant currency, excluding the latter effect, revenues would have grown 4.8%.
- Operating Income totaled \$10,393 million (US\$15.7 million / -4.3% YoY) and EBITDA totaled \$13,663 million (US\$20.7 million / -5.0% YoY), mainly explained by the divestiture of Transacciones Electronicas S.A.
- Operating Margin reached 11.9% and EBITDA Margin was 15.7%, 70bp and 100bp lower than in the same period of 2017, respectively.



Figure 7 – Business in Chile  
3Q17 – 3Q18

	3Q17	3Q18	Δ \$	Δ %	3Q18A	Δ \$ (t/t)	Δ % (t/t)
	Ch\$M	Ch\$M			Ch\$M	0	0
<b>SUMMARY OF RESULTS CHILE</b>							
REVENUES	86,100	87,116	1,016	1.2%	86,277	177	0.2%
Platforms	46,222	49,294	3,073	6.6%	48,470	2,249	4.9%
IT Services	35,815	33,256	-2,560	-7.1%	33,241	-2,574	-7.2%
Applications	4,063	4,566	503	12.4%	4,566	503	12.4%
Cost of Sales	-64,596	-66,269	-1,673	2.6%	-65,502	-906	1.4%
GROSS PROFIT	21,503	20,847	-657	-3.1%	20,775	-729	-3.4%
Administration Expenses	-10,639	-10,453	185	-1.7%	-10,397	241	-2.3%
OPERATING INCOME <sup>(1)</sup>	10,865	10,393	-472	-4.3%	10,378	-487	-4.5%
EBITDA <sup>(2)</sup>	14,386	13,663	-723	-5.0%	13,641	-745	-5.2%
Operating Margin	12.6%	11.9%			12.0%		
EBITDA Margin	16.7%	15.7%			15.8%		

(1) Operating Income: Gross Profit – Administration Expenses

(2) EBITDA: Operating Income + Depreciation and Amortization

**Note:** 3Q18A corresponds to results for the period 2018 in constant currency.

## Brazil

Main changes between 9M18 and 9M17, are described below:

- Revenues in constant currency decreased by 6.1%, mainly explained by lower revenues from IT services due to some contracts ending. In reporting currency, revenues totaled \$164,133 million (US\$248.5 million), 20.2% lower than in the same period of 2017.
- In constant currency, Operating Income and EBITDA, were 55.4% and 23.8% higher (YoY), respectively. The Operating Result in reporting currency was negative in \$2,887 million (-US\$4.4 million / + 59.6% YoY) and the EBITDA was \$8,337 million (US\$12.6 million / + 3.3% YoY).
- Operating Margin was -1.8% and EBITDA Margin reached 5.1%, higher by 170bp and 120bp, compared to the same period of 2017, respectively.

Figure 8 – Business in Brazil  
Sep-17 – Sep-18

	Sep-17	Sep-18	Δ \$	Δ %	Sep-18A	Δ \$ (a/a)	Δ % (a/a)
	Ch\$M	Ch\$M			Ch\$M	0	0.0%
<b>SUMMARY OF RESULTS BRAZIL</b>							
REVENUES	205,716	164,133	-41,583	-20.2%	193,072	-12,644	-6.1%
Platforms	30,221	29,051	-1,170	-3.9%	34,360	4,138	13.7%
IT Services	160,816	115,967	-44,849	-27.9%	136,275	-24,541	-15.3%
Applications	14,679	19,115	4,436	30.2%	22,438	7,759	52.9%
Cost of Sales	-192,439	-150,626	41,813	-21.7%	-177,036	15,403	-8.0%
GROSS PROFIT	13,277	13,507	230	1.7%	16,036	2,759	20.8%
Administration Expenses	-20,425	-16,394	4,031	-19.7%	-19,223	1,202	-5.9%
OPERATING INCOME <sup>(1)</sup>	-7,148	-2,887	4,261	59.6%	-3,187	3,960	55.4%
EBITDA <sup>(2)</sup>	8,071	8,337	267	3.3%	9,994	1,923	23.8%
Operating Margin	-3.5%	-1.8%			-1.7%		
EBITDA Margin	3.9%	5.1%			5.2%		

(1) Operating Income: Gross Profit – Administration Expenses

(2) EBITDA: Operating Income + Depreciation and Amortization

**Note:** Sep-18A corresponds to results for the period 2018 in constant currency.

Main changes between 3Q18 and 3Q17, are described below:

- Revenues in constant currency increased 0.8%, mainly driven by higher revenues in Platforms and Applications, offset by lower revenues in IT Services. It is important to highlight that revenues from IT Services, in constant currency, increased 10.9% in 3Q18 compared to 2Q18. In reporting currency, revenues reached \$55,354 million (US\$83.8 million), 16.6% lower compared to 3Q17.
- In constant currency, Operating Income and EBITDA were 254.6% and 12.2% higher (YoY), respectively. The Operating Income in reporting currency amounted \$643 million (US\$1.0 million / + 226.8% YoY) and the EBITDA was \$4,167 million (US\$6.3 million / - 7.3% YoY).
- Operating Margin and EBITDA Margin were 1.2% and 7.5%, higher by 40bp and 70bp, respectively, compared to the same period of 2017.

Figure 9 – Business in Brazil  
3Q17 – 3Q18

	3Q17	3Q18	Δ \$	Δ %	3Q18A	Δ \$ (t/t)	Δ % (t/t)
	Ch\$M	Ch\$M			Ch\$M	0	0.0%
<b>SUMMARY OF RESULTS BRAZIL</b>							
REVENUES	66,402	55,354	-11,048	-16.6%	66,946	544	0.8%
Platforms	12,235	10,487	-1,747	-14.3%	12,688	454	3.7%
IT Services	48,822	38,603	-10,219	-20.9%	46,687	-2,135	-4.4%
Applications	5,346	6,264	918	17.2%	7,571	2,226	41.6%
Cost of Sales	-59,914	-49,205	10,709	-17.9%	-59,523	391	-0.7%
GROSS PROFIT	6,488	6,149	-339	-5.2%	7,424	936	14.4%
Administration Expenses	-6,995	-5,506	1,489	-21.3%	-6,640	356	-5.1%
OPERATING INCOME <sup>(1)</sup>	-507	643	1,150	226.8%	784	1,291	254.6%
<b>EBITDA <sup>(2)</sup></b>	<b>4,497</b>	<b>4,167</b>	<b>-330</b>	<b>-7.3%</b>	<b>5,047</b>	<b>550</b>	<b>12.2%</b>
Operating Margin	-0.8%	1.2%			1.2%		
EBITDA Margin	6.8%	7.5%			7.5%		

(1) Operating Income: Gross Profit – Administration Expenses

(2) EBITDA: Operating Income + Depreciation and Amortization

Note: 3Q18A corresponds to results for the period 2018 in constant currency.

## Mexico

Main changes between 9M18 and 9M17 are described below:

- In constant currency, revenues decreased 4.0% (YoY) in 9M18, mainly explained by IT Services business. In reporting currency, revenues decreased by 6.9% compared to the same period of 2017, totaling \$48,382 million (US\$73.3 million).
- In reporting currency, Operating Income amounted \$2,673 million (US\$4.0 million) and EBITDA totaled \$3,730 million (US\$5.6 million), representing a decrease of 56.3% and 49.9% (YoY), respectively. The latter is a consequence of lower revenues from the IT Services business, some contracts that were not renewed, a lower demand of services as well as higher severance expenses and bad debt provisions. In constant currency, Operating Income and EBITDA decreased by 56.3% and 49.3%, respectively (YoY).
- Operating Margin reached 5.5% and EBITDA Margin was 7.7%, lower by 630bp and 660bp, respectively, compared to the same period of 2017.

Figure 10 – Business in Mexico  
Sep17 – Sep18

	Sep-17	Sep-18	Δ \$	Δ %	Sep-18A	Δ \$ (a/a)	Δ % (a/a)
	Ch\$M	Ch\$M			Ch\$M		
<b>SUMMARY OF RESULTS MEXICO</b>							
REVENUES	51,944	48,382	-3,563	-6.9%	49,882	-2,062	-4.0%
Platforms	24,222	24,391	169	0.7%	24,877	655	2.7%
IT Services	27,722	23,990	-3,731	-13.5%	25,005	-2,717	-9.8%
Applications	-	-	-	-	-	-	-
Cost of Sales	-41,040	-40,881	158	-0.4%	-42,120	-1,080	2.6%
GROSS PROFIT	10,904	7,500	-3,404	-31.2%	7,762	-3,142	-28.8%
Administration Expenses	-4,782	-4,827	-45	0.9%	-5,089	-306	6.4%
OPERATING INCOME <sup>(1)</sup>	6,122	2,673	-3,449	-56.3%	2,674	-3,448	-56.3%
<b>EBITDA <sup>(2)</sup></b>	<b>7,444</b>	<b>3,730</b>	<b>-3,713</b>	<b>-49.9%</b>	<b>3,775</b>	<b>-3,669</b>	<b>-49.3%</b>
Operating Margin	11.8%	5.5%			5.4%		
EBITDA Margin	14.3%	7.7%			7.6%		

(1) Operating Income: Gross Profit – Administration Expenses

(2) EBITDA: Operating Income + Depreciation and Amortization

Note: Sep-18A corresponds to results for the period 2018 in constant currency.

Main changes between 3Q18 and 3Q17 are described below:

- In constant currency, revenues increased 31.7% (YoY) due to higher sales in the platform business. In reporting currency, revenues increased by 33.6% comparing to the 3Q17, totaling \$24,589 million (US\$37.2 million).
- In reporting currency, Operating Income amounted \$2,386 million (US\$3.6 million) and EBITDA totaled \$2,791 million (US\$4.2 million), representing a decrease of 20.0% and 17.4% (YoY), respectively. In constant currency, Operating Income and EBITDA decreased by 20.1% and 17.6% (YoY), respectively.

- Operating Margin reached 9.7% and EBITDA Margin was 11.3%, lower by 650bp and 710bp, respectively, compared to 3Q17.

Figure 11 – Business in Mexico  
3Q17 – 3Q18

	3Q17 Ch\$M	3Q18 Ch\$M	Δ \$	Δ %	3Q18A Ch\$M	Δ \$ (t/t)	Δ % (t/t)
<b>SUMMARY OF RESULTS MEXICO</b>							
REVENUES	18.406	24.589	6.182	33,6%	24.250	5.844	31,7%
Platforms	8.296	16.322	8.026	96,7%	16.140	7.844	94,5%
IT Services	10.110	8.266	-1.844	-18,2%	8.110	-2.000	-19,8%
Applications	-	-	-	-	-	-	-
Cost of Sales	-13.579	-20.988	-7.408	54,6%	-20.674	-7.094	52,2%
GROSS PROFIT	4.827	3.601	-1.226	-25,4%	3.576	-1.250	-25,9%
Administration Expenses	-1.845	-1.215	629	-34,1%	-1.193	652	-35,3%
OPERATING INCOME <sup>(1)</sup>	2.982	2.386	-597	-20,0%	2.384	-598	-20,1%
<b>EBITDA <sup>(2)</sup></b>	<b>3.380</b>	<b>2.791</b>	<b>-590</b>	<b>-17,4%</b>	<b>2.784</b>	<b>-596</b>	<b>-17,6%</b>
Operating Margin	16,2%	9,7%			9,8%		
EBITDA Margin	18,4%	11,3%			11,5%		

(1) Operating Income: Gross Profit – Administration Expenses

(2) EBITDA: Operating Income + Depreciation and Amortization

Note: 3Q18A corresponds to results for the period 2018 in constant currency.

### OPLA (Other Countries in Latin America)

Main changes in OPLA (which includes Argentina, Colombia, Costa Rica, Ecuador, Peru, Panama and Uruguay) between 9M18 and 9M17 are described below:

- In constant currency, revenues increased 18.2% compared to 9M17. Revenues in reporting currency increased 6.0% totaling \$97,464 million (US\$147.6 million) in the first nine months of 2018.
- In constant currency, Operating Income increased by 32.2% and EBITDA by 27.1%. In reporting currency, the Operating Income totaled \$7,557 million (US\$11.4 million) and EBITDA \$12,574 million (US\$19.0 million), growing by 23.6% and 19.7% (YoY), respectively.
- Operating Margin reached 7.8% and EBITDA Margin was 12.9%, higher by 120bp and 150bp, respectively, compared to 9M17.

Figure 12 – Business in OPLA  
Sep17 – Sep18

	Sep-17 Ch\$M	Sep-18 Ch\$M	Δ \$	Δ %	Sep-18A Ch\$M	Δ \$ (a/a)	Δ % (a/a)
<b>SUMMARY OF RESULTS OPLA</b>							
REVENUES	91,954	97,464	5,511	6.0%	108,718	16,765	18.2%
Platforms	37,307	32,975	-4,332	-11.6%	36,554	-754	-2.0%
IT Services	51,626	61,566	9,940	19.3%	69,149	17,523	33.9%
Applications	3,020	2,923	-97	-3.2%	3,016	-5	-0.2%
Cost of Sales	-77,357	-80,230	-2,873	3.7%	-90,019	-12,662	16.4%
GROSS PROFIT	14,596	17,235	2,638	18.1%	18,699	4,103	28.1%
Administration Expenses	-8,484	-9,677	-1,193	14.1%	-10,616	-2,132	25.1%
OPERATING INCOME <sup>(1)</sup>	6,112	7,557	1,445	23.6%	8,083	1,971	32.2%
<b>EBITDA <sup>(2)</sup></b>	<b>10,503</b>	<b>12,574</b>	<b>2,072</b>	<b>19.7%</b>	<b>13,354</b>	<b>2,851</b>	<b>27.1%</b>
Operating Margin	6.6%	7.8%			7.4%		
EBITDA Margin	11.4%	12.9%			12.3%		

(1) Operating Income: Gross Profit – Administration Expenses

(2) EBITDA: Operating Income + Depreciation and Amortization

Note: Sep-18A corresponds to results for the period 2018 in constant currency.

Main changes in OPLA (which includes Argentina, Colombia, Costa Rica, Ecuador, Peru, Panama and Uruguay) between 3Q18 and 3Q17 are described below:

- In constant currency, revenues increased 21.0% in 3Q18 compared to 3Q17. Revenues in reporting currency reached \$35,448 million (US\$53.7 million).

- In constant currency, Operating Income increased by 5.6% and EBITDA by 0.2%. In reporting currency, the Operating Income reached \$2,213 million (US\$3.4 million) and EBITDA \$3,892 million (US\$5.9 million), growing by 1.2% and decreasing by 2.9% (YoY), respectively.
- Operating Margin reached 6.2% and EBITDA Margin was 11.0%, lower by 60bp and 140bp, respectively, compared to 3Q17.

Figure 13 – Business in OPLA  
3Q17 – 3Q18

	3Q17	3Q18	Δ \$	Δ %	3Q18A	Δ \$ (t/t)	Δ % (t/t)
	Ch\$M	Ch\$M			Ch\$M		
<b>SUMMARY OF RESULTS OPLA</b>							
REVENUES	32,297	35,448	3,152	9.8%	39,063	6,767	21.0%
Platforms	10,897	13,350	2,453	22.5%	14,566	3,669	33.7%
IT Services	20,555	21,230	675	3.3%	23,651	3,096	15.1%
Applications	844	869	24	2.9%	846	2	0.2%
Cost of Sales	-26,943	-29,455	-2,512	9.3%	-32,728	-5,785	21.5%
GROSS PROFIT	5,354	5,994	640	12.0%	6,335	982	18.3%
Administration Expenses	-3,168	-3,781	-613	19.4%	-4,026	-858	27.1%
OPERATING INCOME <sup>(1)</sup>	2,186	2,213	27	1.2%	2,309	123	5.6%
<b>EBITDA <sup>(2)</sup></b>	<b>4,007</b>	<b>3,892</b>	<b>-115</b>	<b>-2.9%</b>	<b>4,016</b>	<b>9</b>	<b>0.2%</b>
Operating Margin	6.8%	6.2%			5.9%		
EBITDA Margin	12.4%	11.0%			10.3%		

(1) Operating Income: Gross Profit – Administration Expenses

(2) EBITDA: Operating Income + Depreciation and Amortization

**Note:** 3Q18A corresponds to results for the period 2018 in constant currency.

Figure 14 – Regional Summary

Regional Summary	Sep-17 Ch\$M	Sep-18 Ch\$M	Δ \$	Δ %	Sep-18A Ch\$M	Δ \$ (a/a)	Δ % (a/a)
<b>CHILE</b>							
REVENUES	263,275	260,426	-2,849	-1.1%	264,105	830	0.3%
Platforms	146,374	151,152	4,778	3.3%	154,769	8,395	5.7%
IT Services	104,570	95,591	-8,979	-8.6%	95,653	-8,918	-8.5%
Applications	12,331	13,683	1,352	11.0%	13,683	1,352	11.0%
Cost of Sales	-199,340	-201,689	-2,349	1.2%	-205,041	-5,701	2.9%
GROSS PROFIT	63,935	58,737	-5,198	-8.1%	59,064	-4,871	-7.6%
Administration Expenses	-30,634	-30,896	-262	0.9%	-31,125	-491	1.6%
OPERATING INCOME <sup>(1)</sup>	33,301	27,841	-5,460	-16.4%	27,939	-5,362	-16.1%
<b>EBITDA <sup>(2)</sup></b>	<b>43,746</b>	<b>37,738</b>	<b>-6,008</b>	<b>-13.7%</b>	<b>37,857</b>	<b>-5,889</b>	<b>-13.5%</b>
Operating Margin	12.6%	10.7%			10.6%		
EBITDA Margin	16.6%	14.5%			14.3%		
<b>BRAZIL</b>							
REVENUES	205,716	164,133	-41,583	-20.2%	193,072	-12,644	-6.1%
Platforms	30,221	29,051	-1,170	-3.9%	34,360	4,138	13.7%
IT Services	160,816	115,967	-44,849	-27.9%	136,275	-24,541	-15.3%
Applications	14,679	19,115	4,436	30.2%	22,438	7,759	52.9%
Cost of Sales	-192,439	-150,626	41,813	-21.7%	-177,036	15,403	-8.0%
GROSS PROFIT	13,277	13,507	230	1.7%	16,036	2,759	20.8%
Administration Expenses	-20,425	-16,394	4,031	-19.7%	-19,223	1,202	-5.9%
OPERATING INCOME <sup>(1)</sup>	-7,148	-2,887	4,261	59.6%	-3,187	3,960	55.4%
<b>EBITDA <sup>(2)</sup></b>	<b>8,071</b>	<b>8,337</b>	<b>267</b>	<b>3.3%</b>	<b>9,994</b>	<b>1,923</b>	<b>23.8%</b>
Operating Margin	-3.5%	-1.8%			-1.7%		
EBITDA Margin	3.9%	5.1%			5.2%		
<b>MEXICO</b>							
REVENUES	51,944	48,382	-3,563	-6.9%	49,882	-2,062	-4.0%
Platforms	24,222	24,391	169	0.7%	24,877	655	2.7%
IT Services	27,722	23,990	-3,731	-13.5%	25,005	-2,717	-9.8%
Applications	0	0	0 -		0	0 -	
Cost of Sales	-41,040	-40,881	158	-0.4%	-42,120	-1,080	2.6%
GROSS PROFIT	10,904	7,500	-3,404	-31.2%	7,762	-3,142	-28.8%
Administration Expenses	-4,782	-4,827	-45	0.9%	-5,089	-306	6.4%
OPERATING INCOME <sup>(1)</sup>	6,122	2,673	-3,449	-56.3%	2,674	-3,448	-56.3%
<b>EBITDA <sup>(2)</sup></b>	<b>7,444</b>	<b>3,730</b>	<b>-3,713</b>	<b>-49.9%</b>	<b>3,775</b>	<b>-3,669</b>	<b>-49.3%</b>
Operating Margin	11.8%	5.5%			5.4%		
EBITDA Margin	14.3%	7.7%			7.6%		
<b>OPLA</b>							
REVENUES	91,954	97,464	5,511	6.0%	108,718	16,765	18.2%
Platforms	37,307	32,975	-4,332	-11.6%	36,554	-754	-2.0%
IT Services	51,626	61,566	9,940	19.3%	69,149	17,523	33.9%
Applications	3,020	2,923	-97	-3.2%	3,016	-5	-0.2%
Cost of Sales	-77,357	-80,230	-2,873	3.7%	-90,019	-12,662	16.4%
GROSS PROFIT	14,596	17,235	2,638	18.1%	18,699	4,103	28.1%
Administration Expenses	-8,484	-9,677	-1,193	14.1%	-10,616	-2,132	25.1%
OPERATING INCOME <sup>(1)</sup>	6,112	7,557	1,445	23.6%	8,083	1,971	32.2%
<b>EBITDA <sup>(2)</sup></b>	<b>10,503</b>	<b>12,574</b>	<b>2,072</b>	<b>19.7%</b>	<b>13,354</b>	<b>2,851</b>	<b>27.1%</b>
Operating Margin	6.6%	7.8%			7.4%		
EBITDA Margin	11.4%	12.9%			12.3%		

(1) Operating Income: Gross Profit – Administration Expenses

(2) EBITDA: Operating Income + Depreciation and Amortization

**Note:** Sep-18A corresponds to results for the period 2018 in constant currency.

Figure 15 – Regional Summary 3Q17-3Q18

Regional Summary	3Q17 Ch\$M	3Q18 Ch\$M	Δ \$	Δ %	3Q18A Ch\$M	Δ \$ (t/t)	Δ % (t/t)
<b>CHILE</b>							
REVENUES	86,100	87,116	1,016	1.2%	86,277	177	0.2%
Platforms	46,222	49,294	3,073	6.6%	48,470	2,249	4.9%
IT Services	35,815	33,256	-2,560	-7.1%	33,241	-2,574	-7.2%
Applications	4,063	4,566	503	12.4%	4,566	503	12.4%
Cost of Sales	-64,596	-66,269	-1,673	2.6%	-65,502	-906	1.4%
GROSS PROFIT	21,503	20,847	-657	-3.1%	20,775	-729	-3.4%
Administration Expenses	-10,639	-10,453	185	-1.7%	-10,397	241	-2.3%
OPERATING INCOME <sup>(1)</sup>	10,865	10,393	-472	-4.3%	10,378	-487	-4.5%
<b>EBITDA <sup>(2)</sup></b>	<b>14,386</b>	<b>13,663</b>	<b>-723</b>	<b>-5.0%</b>	<b>13,641</b>	<b>-745</b>	<b>-5.2%</b>
Operating Margin	12.6%	11.9%			12.0%		
EBITDA Margin	16.7%	15.7%			15.8%		
<b>BRAZIL</b>							
REVENUES	66,402	55,354	-11,048	-16.6%	66,946	544	0.8%
Platforms	12,235	10,487	-1,747	-14.3%	12,688	454	3.7%
IT Services	48,822	38,603	-10,219	-20.9%	46,687	-2,135	-4.4%
Applications	5,346	6,264	918	17.2%	7,571	2,226	41.6%
Cost of Sales	-59,914	-49,205	10,709	-17.9%	-59,523	391	-0.7%
GROSS PROFIT	6,488	6,149	-339	-5.2%	7,424	936	14.4%
Administration Expenses	-6,995	-5,506	1,489	-21.3%	-6,640	356	-5.1%
OPERATING INCOME <sup>(1)</sup>	-507	643	1,150	226.8%	784	1,291	254.6%
<b>EBITDA <sup>(2)</sup></b>	<b>4,497</b>	<b>4,167</b>	<b>-330</b>	<b>-7.3%</b>	<b>5,047</b>	<b>550</b>	<b>12.2%</b>
Operating Margin	-0.8%	1.2%			1.2%		
EBITDA Margin	6.8%	7.5%			7.5%		
<b>MEXICO</b>							
REVENUES	18,406	24,589	6,182	33.6%	0	5,844	31.7%
Platforms	8,296	16,322	8,026	96.7%	16,140	7,844	94.5%
IT Services	10,110	8,266	-1,844	-18.2%	8,110	-2,000	-19.8%
Applications	0	0	0 -		0	0 -	
Cost of Sales	-13,579	-20,988	-7,408	54.6%	-20,674	-7,094	52.2%
GROSS PROFIT	4,827	3,601	-1,226	-25.4%	3,576	-1,250	-25.9%
Administration Expenses	-1,845	-1,215	629	-34.1%	-1,193	652	-35.3%
OPERATING INCOME <sup>(1)</sup>	2,982	2,386	-597	-20.0%	2,384	-598	-20.1%
<b>EBITDA <sup>(2)</sup></b>	<b>3,380</b>	<b>2,791</b>	<b>-590</b>	<b>-17.4%</b>	<b>2,784</b>	<b>-596</b>	<b>-17.6%</b>
Operating Margin	16.2%	9.7%			9.8%		
EBITDA Margin	18.4%	11.3%			11.5%		
<b>OPLA</b>							
REVENUES	32,297	35,448	3,152	9.8%	39,063	6,767	21.0%
Platforms	10,897	13,350	2,453	22.5%	14,566	3,669	33.7%
IT Services	20,555	21,230	675	3.3%	23,651	3,096	15.1%
Applications	844	869	24	2.9%	846	2	0.2%
Cost of Sales	-26,943	-29,455	-2,512	9.3%	-32,728	-5,785	21.5%
GROSS PROFIT	5,354	5,994	640	12.0%	6,335	982	18.3%
Administration Expenses	-3,168	-3,781	-613	19.4%	-4,026	-858	27.1%
OPERATING INCOME <sup>(1)</sup>	2,186	2,213	27	1.2%	2,309	123	5.6%
<b>EBITDA <sup>(2)</sup></b>	<b>4,007</b>	<b>3,892</b>	<b>-115</b>	<b>-2.9%</b>	<b>4,016</b>	<b>9</b>	<b>0.2%</b>
Operating Margin	6.8%	6.2%			5.9%		
EBITDA Margin	12.4%	11.0%			10.3%		

(1) Operating Income: Gross Profit – Administration Expenses

(2) EBITDA: Operating Income + Depreciation and Amortization

**Note:** 3Q18A corresponds to results for the period 2018 in constant currency.

## ANALYSIS OF CONSOLIDATED BALANCE SHEET

### Assets

Total Assets recorded the amount of \$814,681 million (US\$1,233.6 million) as of Sep-18, decreasing by 7.3% compared to Dec-17. Main variations are:

Decrease in:

- Other Current Financial Assets by \$30,823 million (US\$46.7 million), whose balance as of September 30, 2018 was \$14,765 million (US\$22.4 million), due to the use of funds obtained after the sale of Transacciones Electrónicas S.A. (Dec-17). These funds were used mainly for dividend payments and working capital requirements.
- Accounts Receivable and Other Current Accounts Receivable by \$19,527 million (US\$29.6 million), whose balance as of September 30, 2018 was \$205,633 million (US\$311.4 million), mainly due to Brazil, Mexico and Chile.
- Goodwill of \$15,026 million (US\$22.8 million), whose balance as of September 30, 2018 was \$215,722 million (US\$326.6 million), mainly explained by exchange rate effects.

### Liabilities

Liabilities totaled \$343,991 million (US\$520.9 million) as of Sep-18, decreasing by 11.7% comparing to Dec-17. Main variations are:

Decrease in:

- Accounts payable and other payables by \$37,306 million (US\$56.5 million), whose balance as of September 30, 2018 was \$67,218 million (US\$101.8 million), explained by suppliers and payment of dividends, originated mainly in Chile, Mexico and Colombia.
- Accounts Payable to Related Entities, Current for \$9,460 million (US\$14.3 million), whose balance as of September 30, 2018 was \$1,611 million (US\$2.4 million), associated with the payment of the dividend to the controlling shareholders.

### Shareholder's Equity

Consolidated shareholders' equity attributable to owners amounted \$464,865 million (US\$703.9 million) as of September 30, 2018, decreasing 4.0% compared to December 2017 (-\$19,544 million / -US\$29.6 million). The latter is explained by effects in Reserve of exchange difference translations (-\$24,652 million / -US\$37.3 million), as well as by the earnings of the period, net of dividends.

The return on equity (ROE) was 1.9%.

Figure 16 – Financial Ratios Summary

Financial Ratios		Sep-17	Sep-18	Δ	Dec-17	Δ
				Sep-18 / Sep-17	Sep-18 / Dec-17	Sep-18 / Dec-17
<b>LIQUIDITY</b>						
<b>Current Ratio</b> (Current Assets / Current Liabilities)	(times)	1.5	1.8	16.9%	1.6	10.3%
<b>Quick Ratio</b> ((Current Assets - Inventories) / Current Liabilities)	(times)	1.4	1.5	14.3%	1.4	7.2%
<b>Working Capital</b> (Current Assets - Current Liabilities)	(Ch M\$)	130,802	155,668	19.0%	150,138	3.7%
<b>INDEBTEDNESS</b>						
<b>Leverage</b> ((Current Liabilities + Non-current Liabilities) / Equity)	(times)	0.8	0.7	-7.7%	0.8	-8.1%
<b>Financial Leverage</b> ((Other Current Financial Liabilities + Other Non-current Financial Liabilities) / Equity)	(times)	0.4	0.4	-6.1%	0.4	10.6%
<b>Short-Term Debt</b> (Current Liabilities / Total Liabilities)	(times)	0.7	0.6	-8.9%	0.6	-8.0%
<b>Long-Term Debt</b> (Non-Current Liabilities / Total Liabilities)	(times)	0.3	0.4	17.1%	0.4	14.8%
<b>Financial-Expenses-Coverage Ratio</b> (EBITDA / Financial Expenses)	(times)	5.6	5.6	0.1%	5.1	9.9%
<b>Financial Debt to EBITDA Ratio</b> ((Current Liabilities + Non-current Liabilities) / EBITDA <sup>1,2</sup> )	(times)	2.2	2.2	-1.2%	1.8	19.2%
<b>Net Financial Debt to EBITDA Ratio</b> ((Current Liabilities + Non-current Liabilities - Cash and Cash Equivalents - Other Current Financial Assets) / EBITDA <sup>1,2</sup> )	(times)	1.4	1.5	13.7%	0.9	67.8%
<b>PROFITABILITY</b>						
<b>ROE</b> (Net Income attrib.to Owners <sup>2</sup> / Equity attrib.to Owners <sup>3</sup> )	%	6.5%	1.9%	-460 pb	13.2%	-1130 pb
<b>ROA</b> (Net Income attrib.to Owners <sup>2</sup> / Equity attrib.to Owners <sup>3</sup> )	%	3.6%	1.1%	-250 pb	7.4%	-630 pb
<b>Earnings per Share</b> (Net Income attrib.to Owners of Comp. / Total Shares <sup>4</sup> )	(Ch\$)	36.7	10.6	-71.1%	74.5	-85.7%
<b>Dividend Yield</b> (Dividends Paid <sup>5</sup> / Closing Market Stock Price)	%	0.7%	3.2%	250 pb	0.7%	250 pb

1 EBITDA = Operating Income + Depreciation and Amortization

2 Annual Base

3 Calculated as an average:

- Sep-18: average between Sep-18 and Dec-17

- Sep-17: average between Sep-17 and Dec-16

- Dec-17: average between Dec-17 y Dec-16

4 Numbers of shares considered:

- Sep-18 = 871.057.175

- Sep-17 = 871.057.175

- Dec-17 = 871.057.175

5 Last 12 months



## Statements of Cash Flow

Cash and cash equivalents reached \$40,011 million (US\$60.6 million) as of September 30, 2018, compared to \$53,971 million (US\$81.7 million) as of September 30, 2017.

Net cash flow from operating activities totaled \$8,675 million (US\$13.1 million) in 9M18, lower than the \$18,632 million (US\$28.2 million) generated in same period of 2017.

The net cash flow from investment activities in 9M2018 was \$11,466 million (US\$17.4 million), generating additional funds of \$49,192 million (US\$74.5 million) YoY.

Capital Expenditures (CAPEX) totaled \$18,227 million (US\$27.6 million) in the period and included: \$12,722 million (US\$19.3 million) invested in the purchase of fixed assets for internal use and the development of projects with clients; \$4,527 million (US\$6.9 million) in permanent investments, and \$978 million (US\$1.5 million) in intangibles.

Net cash flow used in financing activities reached \$21,368 million (US\$32.4 million), compared to \$10,364 million (US\$15.7 million) obtained 9M17. The latter is mainly explained by a higher dividend payment, lower bank loans and due to the capital increase in the subsidiary Transacciones Electrónicas Dos SA made in the previous period and not repeated in the current year.

Figure 17 – Statements of Cash Flow

	Sep-17 Ch\$M	Sep-18 Ch\$M	Δ \$	Δ %
<b>Statements of Cash Flow</b>				
Net Cash Flows from (used in) Operating Activities	18,632	8,675	(9,957)	-53.4%
Net Cash Flows from (used in) Investing Activities	(37,726)	11,466	49,192	130.4%
Net Cash Flows from (used in) Financing Activities	10,364	(21,368)	(31,732)	-306.2%
NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS BEFORE EFFECT OF EXCHANGE RATES	(8,730)	(1,227)	7,503	85.9%
Effect of Exchange Rate changes on Cash and Cash Equivalents	(1,371)	393	1,764	128.7%
NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS	(10,100)	(834)	9,267	91.7%
Cash and Cash Equivalents at beginning of period	64,072	40,845	(23,226)	-36.3%
<b>CASH AND CASH EQUIVALENTS AT END OF PERIOD</b>	<b>53,971</b>	<b>40,011</b>	<b>(13,960)</b>	<b>-25.9%</b>