

2016



EARNINGS RELEASE

1Q16

January 01, 2016 – March 31, 2016

SONDA S.A. and subsidiaries announce their consolidated financial results for the period from January 01 to March 31, 2016. 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 March 31, 2016 (1 US\$ = 669.80 Chilean Pesos).

SUMMARY: 1Q16

- CONSOLIDATED REVENUES**

US\$295.8 million

- OPERATING INCOME**

US\$28.7 million

- EBITDA**

US\$40.4 million

- NET INCOME**

US\$26.5 million

- EBITDA MARGIN**

13.7%

- NET MARGIN**

8.9%

EXECUTIVE SUMMARY

SONDA had consolidated revenues of \$198,123 million (US\$295.8 million) for 1Q16, 6.8% lower than the same period in the previous year. Operating income was \$19,191 million (US\$28.7 million) slightly decreasing by 1.3% (YoY) and EBITDA was \$27,093 million (US\$40.4 million), lower by 3.2% (YoY). Net income attributable to owners totaled \$17,722 million (US\$26.5 million), 128.3% higher than in 1Q15.

Regional results:

Region	Revenues		EBITDA	
	Ch\$M	Δ Y/Y	Ch\$M	Δ Y/Y
Chile	87,155	7.5%	14,782	13.2%
Brazil	69,229	-25.2%	5,040	-43.9%
Mexico	17,201	17.7%	3,036	16.6%
OPLA	24,539	0.6%	4,235	26.5%
Total	198,123	-6.8%	27,093	-3.2%

ROE for Mar-16 was 15.2%. Current liquidity ratio was 2.1x, financial leverage ratio was 0.2x and financial expenses coverage ratio was 10.0x, all of them reflect a healthy financial position.

Highlights:

- The depreciation of the Brazilian Real, Argentinean Peso and Colombian Peso against Chilean Peso had a negative effect on the translation of foreign subsidiaries income statements to reporting currency (Chilean Peso). Indeed, excluding this effect, consolidated revenues for 1Q16 would have reached US\$318.2 million growing by 0.2% YoY, while EBITDA would have reached US\$42.1 million, growing by 0.8% YoY.
- Operations outside Chile decreased their revenue by 15.6% (YoY), totaling \$110,969 million (US\$165.7 million), contributing 56.0% of consolidated revenues, while EBITDA decreased by 17.6% compared with 1Q15, reaching \$12,311 million (US\$18.4 million). Without the currency translation effect, consolidated revenues and EBITDA would have decreased by 1.7% and 9.0%, respectively.
- Revenues in Brazil reached \$69,229 million (US\$103.4 million) and EBITDA totaled \$5,040 million (US\$7.5 million), lower by 25.2% and 43.9% (YoY), respectively. Without the currency translation effect, revenues and EBITDA would have decreased by 8.4% and 32.2%, respectively.
- Revenues in Mexico reached \$17,201 million (US\$25.7 million) growing by 17.7% (YoY) and EBITDA totaled \$3.036 million (US\$4.5 million) growing by 16.6%. Without the currency translation effect, revenues would have grown by 23.6% and EBITDA by 22.8%.
- Revenues in OPLA reached \$24,539 million (US\$36.6 million) 0.6% higher than in 1Q15, while EBITDA totaled \$4,235 (US\$6.3 million), 26.5% more than in 1Q15. Without the currency translation effect, revenues would have grown by 8.5% and EBITDA by 28.9%.
- Revenues in Chile grew by 7.5% (YoY) totaling \$87,155 million (US\$130.1 million) and EBITDA increased by 13.2% (YoY), reaching \$14,782 million (US\$22.1 million).
- Net income attributable to the owners was 128.3% higher than in 1Q15, mainly due to lower taxes accrued in the current quarter as consequence of the effect of Chilean Peso appreciation against US Dollar in foreign investments valuation. Taking apart this effect, net income would have increased by 12.1% (YoY).
- New deals closed during 1Q16 reached US\$238.9 million, 14.0% lower than in 1Q15 (at each period-end exchange rate). Without currency translation effects, new deals closed decrease by 6.1%.

Figure 1 – Consolidated Financial Statement

Consolidated Financial Statements | SONDA S.A.

Millions of Ch\$ (Ch\$M)				
Income Statement				
	Mar-15	Mar-16	Δ \$	Δ %
Revenues	212,626	198,123	-14,502	-6.8%
Cost of Sales	-174,960	-159,983	14,977	-8.6%
GROSS PROFIT	37,665	38,140	475	1.3%
Administration Expenses	-18,229	-18,949	-720	3.9%
OPERATING INCOME ⁽¹⁾	19,436	19,191	-245	-1.3%
Depreciation and Amortization	8,565	7,901	-664	-7.8%
EBITDA ⁽²⁾	28,002	27,093	-909	-3.2%
Other Income	694	1,443	749	107.9%
Other Expenses	-442	-1,228	-785	177.5%
PROFIT (LOSS) FROM OPERATING ACTIVITIES	19,688	19,407	-281	-1.4%
Financial Income	1,150	1,271	121	10.5%
Financial Expenses	-1,977	-2,706	-729	36.9%
Share of Profit (Loss) of Associates	-35	16	51	-145.0%
Foreign Exchange Differences	-542	-91	451	-83.2%
Income (Loss) for Indexed Assets and Liabilities	56	-306	-361	-651.1%
NET INCOME BEFORE TAXES	18,340	17,591	-749	-4.1%
Income Tax Expense	-9,682	1,465	11,148	-115.1%
NET INCOME FROM CONTINUING OPERATIONS	8,658	19,056	10,398	120.1%
Net Income Attributable to Minority Interest	894	1,334	440	49.2%
NET INCOME ATTRIBUTABLE TO OWNERS OF THE COMPANY	7,764	17,722	9,958	128.3%
Balance Sheet				
	Dec-15	Mar-16	Δ \$	Δ %
Cash and Cash Equivalents	68,392	83,920	15,528	22.7%
Other Current Financial Assets	1,720	2,197	477	27.7%
Trade Accounts Receivable and Other Receivables, Net	231,689	184,015	-47,673	-20.6%
Accounts Receivable from Related Companies	3,665	4,169	503	13.7%
Inventories	42,481	40,590	-1,891	-4.5%
Other Current Assets	34,190	48,806	14,616	42.8%
CURRENT ASSETS	382,137	363,696	-18,441	-4.8%
Intangibles Assets and Goodwill	245,684	250,126	4,442	1.8%
Property, Plant and Equipment, Net	95,433	95,339	-95	-0.1%
Other Non-currents Assets	59,532	61,617	2,085	3.5%
NON-CURRENT ASSETS	400,649	407,081	6,433	1.6%
ASSETS	782,786	770,778	-12,008	-1.5%
Other Current Financial Liabilities	13,308	8,941	-4,367	-32.8%
Other Liabilities	186,062	165,604	-20,458	-11.0%
CURRENT LIABILITIES	199,370	174,545	-24,825	-12.5%
Other Non-current Financial Liabilities	78,641	78,707	66	0.1%
Other Liabilities, Non-Current	38,917	39,028	111	0.3%
NON-CURRENT LIABILITIES	117,558	117,735	177	0.2%
LIABILITIES	316,928	292,280	-24,648	-7.8%
Minority Interest	6,839	7,275	436	6.4%
TOTAL SHAREHOLDERS' EQUITY ATTRIBUTABLE TO OWNERS OF THE COMPANY	459,018	471,222	12,204	2.7%
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	782,786	770,778	-12,008	-1.5%

⁽¹⁾ Operating Income = Gross Profit – Administration Expenses

⁽²⁾ EBITDA = Operating Income + Depreciation and Amortization

MANAGEMENT DISCUSSION AND ANALYSIS ON 1Q16 CONSOLIDATED RESULTS

I. Consolidated Results for 1Q16

Revenues

Consolidated revenues totaled \$198,123 million (US\$295.8 million) for 1Q16, 6.8% (\$14,502 million / \$21.7 million) lower than in 1Q15. Without currency translation effects revenues would have grown by 0.2% (YoY).

Main variations in the period were the following:

- 12.7% decrease (\$15,793 million / US\$23.6 million) in revenues from the IT Services business, totaling \$108,185 million (US\$161.5 million) in 1Q16, mainly due to the negative effect of currency translation from Brazilian Reais to Chilean Pesos. Without the latter effect, revenues coming from IT Services business would have decreased by 1.7%.
- 12.1% decrease (\$1,790 million / US\$2.7 million) in revenue from the Application business, reaching \$13,052 million (US\$19.5 million) in 1Q16, mostly due to the negative effect of currency translation from Brazilian Reais to Chilean Pesos. Without the latter effect, revenues coming from Application business would have decreased by 0.8%.
- 4.2% increase (\$3,081 million / US\$4.6 million) in revenue from the Platform business, reaching \$76,886 million (US\$114.8 million) for 1Q16, mainly coming from Chile, retail business, and Mexico.

Revenue breakdown by business line for 1Q16 is the following: IT Services contributed 54.6% of total revenues, Platforms contributed 38.8% and Applications contributed with the remaining 6.6%.

Figure 2 – Consolidated Revenues by Business Line

	Mar-15 Ch\$M	Mar-16 Ch\$M	Δ \$	Δ %
CONSOLIDATED REVENUES BY BUSINESS LINE				
Platforms	73,806	76,886	3,081	4.2%
IT Services	123,978	108,185	-15,793	-12.7%
Applications	14,842	13,052	-1,790	-12.1%
Total	212,626	198,123	-14,502	-6.8%
Breakdown				
Platforms	34.7%	38.8%		
IT Services	58.3%	54.6%		
Applications	7.0%	6.6%		
Total	100%	100%		

Cost of Sales and Selling, General and Administrative Expenses

Consolidated cost of sales totaled \$159,983million (US\$238.9 million) in 1Q16, showing a decrease of 8.6% (YoY).

Administration expenses were \$18,949 million (US\$28.3 million) for 1Q16, a growth of 3.9% respect to 1Q15, mainly due to higher sales from the Platform business (retail business).

Figure 3 – Income Statement

	Mar-15 Ch\$M	Mar-16 Ch\$M	Δ \$	Δ %
SUMMARY OF CONSOLIDATED INCOME STATEMENT				
Revenues	212,626	198,123	-14,502	-6.8%
Cost of Sales	-174,960	-159,983	14,977	-8.6%
GROSS PROFIT	37,665	38,140	475	1.3%
Administration Expenses	-18,229	-18,949	-720	3.9%
OPERATING INCOME ⁽¹⁾	19,436	19,191	-245	-1.3%
EBITDA ⁽²⁾	28,002	27,093	-909	-3.2%
NET INCOME ATTRIBUTABLE TO OWNERS	7,764	17,722	9,958	128.3%
Financial Ratios				
Gross Margin	17.7%	19.3%		
Operating Margin	9.1%	9.7%		
EBITDA Margin	13.2%	13.7%		
Net Margin	3.7%	8.9%		

(1) Operating Income: Gross Profit – Administration Expenses

(2) EBITDA: Operating Income + Depreciation and Amortization

Operating Income and EBITDA

Operating income reached \$19,191 million (US\$28.7 million), lower by 1.3% with regards to 1Q15. Gross Margin as a percentage of revenue came to 19.3% and the operating margin to 9.7%, higher by 160bp and 60bp than those reported in the first quarter of 2015, respectively. Without currency translation effects, Operating Income would have grown by 0.9%.

EBITDA totaled \$27,093 million (US\$40.4 million) for 1Q16, a decrease of 3.2% than in 1Q15. EBITDA margin reached 13.7%, 50bp higher than in 1Q15. Without currency translation effect, EBITDA would have grown by 0.8%.

Other Comprehensive Income (Excluding Administration Expenses)

Total other comprehensive income, excluding administration expenses, reached a loss of \$1,600 million (US\$2.4 million) in 1Q16, US\$504 million (US\$0.8 million) higher than the loss reported in 1Q15, mainly as a consequence of higher financial expenses.

Net Income

Net income attributable to the owners of the company, totaled \$17,722 million (US\$26.5 million) in 1Q16, reflecting an increase of 128.3% (YoY), mainly due to lower taxes accrued in the current quarter as a consequence of CLP / USD exchange rate decreased, which in 1Q15 had a negative effect of US\$4.1 million, while in 1Q16 a positive effect of US\$8.9 million. Taking this apart, net income would have increased by 12.1% (YoY).

II. Regional Results for the first quarter of 2016 (1Q16)

Chile

Main changes in Chile between 1Q16 and 1Q15 are described below:

- Revenue reached \$87,155 million (US\$130.1 million), increasing by 7.5% (YoY) mainly due to higher revenues from Platforms (+8.8%) coming from the retail business, and from Applications (+59.8%).
- Operating Income was \$11,502 million (US\$17.2 million / +11.1% YoY) and EBITDA was \$14,782 million (US\$22.1 million / +13.2% YoY), an increase mainly due to better performance of Platforms and IT Services business.
- Operating Margin reached 13.2%, and EBITDA Margin reached 17.0%, 40bp and 90bp higher than in 1Q15, respectively.

Figure 4 – Business in Chile
Mar-15 – Mar-16

	Mar-15 Ch\$M	Mar-16 Ch\$M	Δ \$	Δ %
SUMMARY OF RESULTS CHILE				
REVENUES	81,080	87,155	6,074	7.5%
Platforms	47,360	51,505	4,145	8.8%
IT Services	30,827	31,025	199	0.6%
Applications	2,894	4,624	1,730	59.8%
Cost of Sales	-62,990	-67,001	-4,011	6.4%
GROSS PROFIT	18,090	20,154	2,063	11.4%
Administration Expenses	-7,737	-8,652	-915	11.8%
OPERATING INCOME ⁽¹⁾	10,354	11,502	1,148	11.1%
EBITDA ⁽²⁾	13,062	14,782	1,720	13.2%
Operating Margin	12.8%	13.2%		
EBITDA Margin	16.1%	17.0%		

(1) Operating Income: Gross Profit – Administration Expenses

(2) EBITDA: Operating Income + Depreciation and Amortization

Brazil

Main changes in Brazil between 1Q16 and 1Q15, are described below:

- Revenue reached \$69,229 million (US\$103.4 million), 25.2% lower than in 1Q15. Without currency translation effect, the increase in revenues would have decreased by 8.4% (YoY). The latter is explained mainly by the currency translation effect on the IT Services business.
- Operating Income reached \$1,903 million (US\$2.8 million / -57.4% YoY) and EBITDA was \$5,040 million (US\$7.5 million / -43.9% YoY). Without currency translation effect, Operating Income and EBITDA would have decreased by 49.8% and 32.3%, respectively.
- Operating margin was 2.7% and EBITDA margin was 7.3%, 210bp and 240bp lower than in 1Q15, respectively. The decrease is explained by the increase in the payroll tax (MP540 – MP669) from 2.0% to 4.5%, and the salary increase agreed between unions and the IT Companies in the state of Sao Paulo since January 2016. Both effects represent 370bp in the 1Q16 EBITDA Margin.

Figure 5 – Business in Brazil
Mar-15 – Mar-16

	Mar-15 Ch\$M	Mar-16 Ch\$M	Δ \$	Δ %
SUMMARY OF RESULTS BRAZIL				
REVENUES	92,554	69,229	-23,325	-25.2%
Platforms	13,093	8,469	-4,623	-35.3%
IT Services	69,039	53,688	-15,351	-22.2%
Applications	10,423	7,072	-3,351	-32.2%
Cost of Sales	-81,311	-60,907	20,403	-25.1%
GROSS PROFIT	11,244	8,322	-2,922	-26.0%
Administration Expenses	-6,782	-6,419	363	-5.3%
OPERATING INCOME ⁽¹⁾	4,462	1,903	-2,559	-57.4%
EBITDA ⁽²⁾	8,990	5,040	-3,950	-43.9%
Operating Margin	4.8%	2.7%		
EBITDA Margin	9.7%	7.3%		

(1) Operating Income: Gross Profit – Administration Expenses

(2) EBITDA: Operating Income + Depreciation and Amortization

Mexico

Main changes in Mexico between 1Q16 and 1Q15 are described below:

- Revenue grew by 17.7% (YoY), totaling \$17,201 million (US\$25.7 million), mainly due to the Platform business.
- Operating Income reached \$2,563 million (US\$3.8 million) and EBITDA reached \$3,036 million (US\$4.5 million), showing an increase of 16.9% and 16.6% (YoY), respectively.
- Operating margin reached 14.9% and EBITDA margin reached 17.7%, both lower by 10bp than in 1Q15, respectively.

Figure 6 – Business in Mexico
Mar-15 – Mar-16

	Mar-15 Ch\$M	Mar-16 Ch\$M	Δ \$	Δ %
SUMMARY OF RESULTS MEXICO				
REVENUES	14,610	17,201	2,591	17.7%
Platforms	6,451	9,546	3,095	48.0%
IT Services	8,159	7,655	-504	-6.2%
Applications	0	0	0	-
Cost of Sales	-11,021	-12,947	-1,926	17.5%
GROSS PROFIT	3,589	4,254	665	18.5%
Administration Expenses	-1,396	-1,691	-295	21.1%
OPERATING INCOME ⁽¹⁾	2,193	2,563	370	16.9%
EBITDA ⁽²⁾	2,603	3,036	433	16.6%
Operating Margin	15.0%	14.9%		
EBITDA Margin	17.8%	17.7%		

(1) Operating Income: Gross Profit – Administration Expenses

(2) EBITDA: Operating Income + Depreciation and Amortization

OPLA (Other countries in Latin America)

Main changes in OPLA (which includes Argentina, Colombia, Costa Rica, Ecuador, Peru, Panama and Uruguay) between 1Q16 and 1Q15 are described below:

- Revenue was flat compared to 1Q15, reaching \$24,539 million (US\$36.6 million). Without currency translation effect, revenues would have increased by 8.5% (YoY).
- Operating Income reached \$3,224 million (US\$4.8 million) and EBITDA was \$4,235 million (US\$6.3 million), growing by 32.8% and 26.5%, respectively.
- Operating margin was 13.1% and EBITDA Margin was 17.3%, 310bp and 360bp higher than 1Q15, respectively.

Figure 7 – Business in OPLA
Mar-15 – Mar-16

	Mar-15 Ch\$M	Mar-16 Ch\$M	Δ \$	Δ %
SUMMARY OF RESULTS OPLA				
REVENUES	24,381	24,539	158	0.6%
Platforms	6,903	7,366	464	6.7%
IT Services	15,953	15,816	-137	-0.9%
Applications	1,526	1,356	-169	-11.1%
Cost of Sales	-19,639	-19,128	511	-2.6%
GROSS PROFIT	4,742	5,411	669	14.1%
Administration Expenses	-2,315	-2,187	128	-5.5%
OPERATING INCOME ⁽¹⁾	2,428	3,224	796	32.8%
EBITDA ⁽²⁾	3,347	4,235	888	26.5%
Operating Margin	10.0%	13.1%		
EBITDA Margin	13.7%	17.3%		

(1) Operating Income: Gross Profit – Administration Expenses

(2) EBITDA: Operating Income + Depreciation and Amortization

Figure 8 – Regional Summary

Regional Summary	Mar-15 Ch\$M	Mar-16 Ch\$M	Δ \$	Δ %
CHILE				
REVENUES	81,080	87,155	6,074	7.5%
Platforms	47,360	51,505	4,145	8.8%
IT Services	30,827	31,025	199	0.6%
Applications	2,894	4,624	1,730	59.8%
Cost of Sales	-62,990	-67,001	-4,011	6.4%
GROSS PROFIT	18,090	20,154	2,063	11.4%
Administration Expenses	-7,737	-8,652	-915	11.8%
OPERATING INCOME ⁽¹⁾	10,354	11,502	1,148	11.1%
EBITDA ⁽²⁾	13,062	14,782	1,720	13.2%
Operating Margin	12.8%	13.2%		
EBITDA Margin	16.1%	17.0%		
BRAZIL				
REVENUES	92,554	69,229	-23,325	-25.2%
Platforms	13,093	8,469	-4,623	-35.3%
IT Services	69,039	53,688	-15,351	-22.2%
Applications	10,423	7,072	-3,351	-32.2%
Cost of Sales	-81,311	-60,907	20,403	-25.1%
GROSS PROFIT	11,244	8,322	-2,922	-26.0%
Administration Expenses	-6,782	-6,419	363	-5.3%
OPERATING INCOME ⁽¹⁾	4,462	1,903	-2,559	-57.4%
EBITDA ⁽²⁾	8,990	5,040	-3,950	-43.9%
Operating Margin	4.8%	2.7%		
EBITDA Margin	9.7%	7.3%		
MEXICO				
REVENUES	14,610	17,201	2,591	17.7%
Platforms	6,451	9,546	3,095	48.0%
IT Services	8,159	7,655	-504	-6.2%
Applications	0	0	0 -	
Cost of Sales	-11,021	-12,947	-1,926	17.5%
GROSS PROFIT	3,589	4,254	665	18.5%
Administration Expenses	-1,396	-1,691	-295	21.1%
OPERATING INCOME ⁽¹⁾	2,193	2,563	370	16.9%
EBITDA ⁽²⁾	2,603	3,036	433	16.6%
Operating Margin	15.0%	14.9%		
EBITDA Margin	17.8%	17.7%		
OPLA				
REVENUES	24,381	24,539	158	0.6%
Platforms	6,903	7,366	464	6.7%
IT Services	15,953	15,816	-137	-0.9%
Applications	1,526	1,356	-169	-11.1%
Cost of Sales	-19,639	-19,128	511	-2.6%
GROSS PROFIT	4,742	5,411	669	14.1%
Administration Expenses	-2,315	-2,187	128	-5.5%
OPERATING INCOME ⁽¹⁾	2,428	3,224	796	32.8%
EBITDA ⁽²⁾	3,347	4,235	888	26.5%
Operating Margin	10.0%	13.1%		
EBITDA Margin	13.7%	17.3%		

(1) Operating Income: Gross Profit – Administration Expenses

(2) EBITDA: Operating Income + Depreciation and Amortization

ANALYSIS OF CONSOLIDATED BALANCE SHEET

Assets

Total assets amounted to \$770,778 million (US\$1,150.8 million) as of March 31, 2016, showing a decrease of 1.5% compared to December 2015. This was mainly due to a decrease in:

- Trade account receivable and other receivables, current by \$47,673 million (US\$71.2 million) whose balance as of March 31, 2016 was \$184,015 million (US\$274.7 million), mainly due to higher seasonality in December.

Partially offset by increases in:

- Cash and Cash Equivalents of \$15,528 million (US\$23.2 million), whose balance as of March 31, 2016 was \$83,920 million (US\$125.3 million), mainly due to higher inflows from customers which had been invested in short term deposits and mutual funds.
- Current tax asset, current by \$12,384 million (US\$18.5 million), whose balance as of March 31, 2016 was \$32,262 million (US\$48.2 million), mainly coming from Chile, Brazil and Mexico.
- Goodwill by \$4,659 million (US\$7.0 million), whose balance as of March 31, 2016 was \$223,394 million (US\$333.5 million), mainly due to translation effects.

Liabilities

Liabilities totaled \$292,280 million (US\$436.4 million) as of March 31, 2016 decreasing by 7.8% with respect to December 2015, mainly due to a decrease in:

- Trade account payable and other payable of \$15,542 million (US\$23.2 million) whose balance as of March 31, 2016 was \$103,983 (US\$155.2 million), mostly coming from Brazil and Chile, and to a higher seasonality in December.
- Other current financial liabilities of \$4,367 million (US\$6.5 million) whose balance as of March 31, 2016 was \$8,941 million (US\$13.3 million) due the payment of financial obligations in Brazil.
- Current tax liabilities, current by \$3,339 million (US\$5.0 million), whose balance as of March 31, 2016 was \$18,747 million (US\$28.0 million), due to lower taxes payables in Mexico and Chile.

Shareholder's Equity

Consolidated Shareholders' Equity Attributable to Owners reached a value of \$471,222 million (US\$703.5 million) in 1Q16 increasing by 2.7% compared to December 2015 (+\$12,204 million / +US\$18.2 million). Main changes with respect to December 2015 are driven by net income in the period net of dividends and positive effects on the account Reserve of exchange differences translation (+\$3,343 million / +US\$5.0 million).

Return on Equity (ROE) reached 15.2%.

Figure 9 – Financial Ratios Summary

Financial Ratios		Mar-15	Mar-16	Δ Mar-16 / Mar-15
LIQUIDITY				
Current Ratio (Current Assets / Current Liabilities)	(times)	2.0	2.1	6.3%
Quick Ratio ((Current Assets - Inventories) / Current Liabilities)	(times)	1.7	1.9	6.3%
Working Capital (Current Assets - Current Liabilities)	(Ch M\$)	177,435	189,152	6.6%
INDEBTEDNESS				
Leverage ((Current Liabilities + Non-current Liabilities) / Equity)	(times)	0.7	0.6	-7.5%
Financial Leverage ((Other Current Financial Liabilities + Other Non-current Financial Liabilities) / Equity)	(times)	0.2	0.2	-11.9%
Short-Term Debt (Current Liabilities / Total Liabilities)	(times)	0.6	0.6	-0.7%
Long-Term Debt (Non-Current Liabilities / Total Liabilities)	(times)	0.4	0.4	1.1%
Financial-Expenses-Coverage Ratio (EBITDA / Financial Expenses)	(times)	14.2	10.0	-29.3%
Financial Debt to EBITDA Ratio ((Current Liabilities + Non-current Liabilities) / EBITDA ^{1,2})	(times)	0.9	0.8	-6.4%
Net Financial Debt to EBITDA Ratio ((Current Liabilities + Non-current Liabilities - Cash and Cash Equivalents - Other Current Financial Assets) / EBITDA ^{1,2})	(times)	0.1	0.0	-88.4%
PROFITABILITY				
ROE (Net Income attrib.to Owners ₂ / Equity attrib.to Owners ³)	%	6.5%	15.2%	870 pb
ROA (Net Income attrib.to Owners ₂ / Equity attrib.to Owners ³)	%	3.8%	9.1%	530 pb
Earnings per Share (Net Income attrib.to Owners of Comp. / Total Shares ⁴)	(Ch\$)	35.7	81.4	128.3%
Dividend Yield (Dividends Paid ⁵ / Closing Market Stock Price)	%	2.4%	1.9%	-50 pb

1 EBITDA = Operating Income + Depreciation and Amortization

2 Annual Base

3 Calculated as an average:

- Mar-16: average between Mar-16 and Dec-15

- Mar-15: average between Mar-15 and Dec-14

4 Numbers of shares considered:

- Mar-16 = 871.057.175

- Mar-15 = 871.057.175

5 Last 12 months

Statements of Cash Flow

Cash and Cash Equivalents totaled \$83,920 million (US\$125.3 million) as of March 31, 2016, which compares with \$79,899 million (US\$119.3 million) as of March 31, 2015.

Net Operating Cash Flow totaled \$31,086 million in 1Q16 (US\$46.4 million), a, increase of 141.5% compared to 1Q15, mainly due to higher collection.

Net Investment Cash Flow was \$7,136 million (US\$10.7 million), decreasing the use of funds by \$660 million (US\$1.0 million).

Capital Expenditures (CAPEX) amounted to \$7,084 million (US\$10.6 million) as of March 31, 2016, and include intangibles by \$105 million (US\$0.2 million); \$5,912 million (US\$8.8 million) invested in the purchase of fixed assets for internal use and for projects with customers; and permanent investments by \$1,066 million (US\$1.6 million).

Net Financing Cash Flow totaled \$7,126 million (US\$10.6 million), a change of \$6,057 million (US\$9.0 million) in comparison with 1Q15, mainly due to higher payments of financial obligations (net), and payment of dividends.

Figure 10 – Statements of Cash Flow

	Mar-15 Ch\$M	Mar-16 Ch\$M	Δ \$	Δ %
Statements of Cash Flow				
Net Cash Flows from (used in) Operating Activities	12,871	31,086	18,215	141.5%
Net Cash Flows from (used in) Investing Activities	(7,796)	(7,136)	660	-8.5%
Net Cash Flows from (used in) Financing Activities	(1,068)	(7,126)	(6,057)	566.9%
NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS BEFORE EFFECT OF EXCHANGE RATES	4,007	16,825	12,818	319.9%
Effect of Exchange Rate changes on Cash and Cash Equivalents	(2,698)	(1,297)	1,401	-51.9%
NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS	1,308	15,528	14,219	-
Cash and Cash Equivalents at beginning of period	78,590	68,392	(10,198)	-13.0%
CASH AND CASH EQUIVALENTS AT END OF PERIOD	79,899	83,920	4,021	5.0%