

# 1Q19 Results

May 17<sup>th</sup> 2019

## 1Q19 Results Conference Call

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### 1Q19 / 1Q18

Net income was US\$ 221 million dropping 21.1% YoY, explained by an operating income decrease of US\$ 117 million, related to a lower performance at Arauco in a scenario of pulp price decreases. That was partly offset by less negative non-operating income, with higher other net income at Copec from the sale of real estate assets, and lower financial expenses compared to the first quarter of 2018 when they rose from the acquisition of ExxonMobil's assets.

### 1Q19 / 4Q18

Net income increased 50.0% QoQ, due to higher non-operating income from the greater income from associates, lower other expenses and favorable exchange rate differences. Additionally, there was a better operational performance in the forestry and fuels sectors.

### EBITDA

EBITDA in 1Q19 was US\$ 591 million, dropping 12.4% YoY, mainly because of the lower performance of the forestry business from pulp price decreases. EBITDA rose 4.6% QoQ, due to higher income in the fuels and forestry businesses, influenced by the adoption of IFRS 16 accounting rules.

### Highlights

Empresas Copec announced its US\$ 2,766 million investment plan for 2019. In the forestry business, Arauco inaugurated the Grayling plant, which is already commercializing panels. The MAPA and Dissolving Pulp projects continue to advance as budgeted. Additionally, Arauco successfully issued bonds in the international markets. Empresas Copec and Arauco sold their stakes in Puertos y Logística S.A., for a total amount of US\$ 117 million. The mining project Mina Justa shows progress according to plan.

### Net Debt / EBITDA

Debt in 1Q19 increased QoQ with a net debt/EBITDA ratio of 2.4 times, mainly due to IFRS 16. The implementation of the new accounting principles generated a higher percentage increase in financial debt than that of the EBITDA.

	1Q 19	4Q 18	1Q 18	1Q19 / 1Q18	1Q19 / 4Q18	Accum 19	Accum 18	Chg. 19 / 18
Revenues	5,927	6,057	5,752	3.0%	(2.2%)	5,927	5,752	3.0%
EBIT	310	287	427	(27.5%)	8.0%	310	427	(27.5%)
<b>EBITDA*</b>	<b>591</b>	<b>564</b>	<b>675</b>	<b>(12.4%)</b>	<b>4.6%</b>	<b>591</b>	<b>675</b>	<b>(12.4%)</b>
Adjusted EBITDA**	581	578	686	(15.3%)	0.5%	581	686	(15.3%)
Non operating income	(25)	(75)	(54)	53%	66.7%	(25)	(54)	53.5%
Total profit	236	162	284	(17.1%)	45.2%	236	284	(17.1%)
<b>Profit attributable to controllers</b>	<b>221</b>	<b>148</b>	<b>280</b>	<b>(21.1%)</b>	<b>50.0%</b>	<b>221</b>	<b>280</b>	<b>-21.1%</b>
Profit attributable to minority	15	15	4	260.3%	(1.6%)	15	4	260.3%
EBITDA Margin	10.0%	9.3%	11.7%	(15.0%)	7.0%	10.0%	11.7%	(15.0%)
EBITDA / Net interest expenses	7.0	6.8	7.1	(0.8%)	3.5%	7.0	7.1	(0.8%)

\* EBITDA = Operating Income + Depreciation + Amortization + Fair value cost of timber harvested + Others

\*\*Adj. EBITDA = Net Income + fin. costs - fin. income + tax + dep & amort + fair value cost of timber harvested - gain from changes in biological assets + exchange rate differences (For details see exhibit in page 24).

Figures in US\$ million

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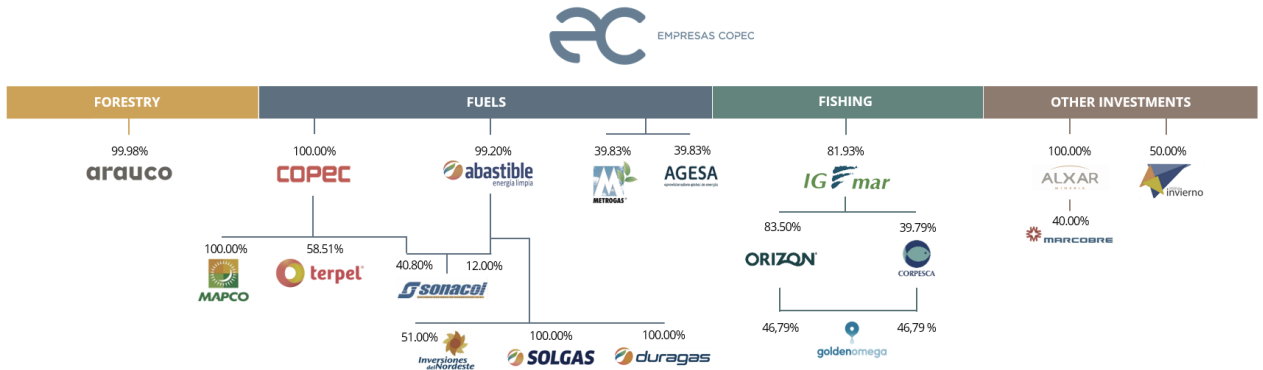
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## SIMPLIFIED OWNERSHIP STRUCTURE



## Highlights of the Quarter

### Empresas Copec Announces its Investment Plan

The annual ordinary shareholders' meeting of Empresas Copec S.A. was held in April, during which the company officially announced its investment plan for 2019. This will amount to about US\$ 2,766 million and includes initiatives aimed at maintaining its activities and new businesses. About 74% of the investment will go to the forestry business, 18% to the fuels business, and the rest to other investments.

### The Grayling Project is in its Final Stage

On April 16<sup>th</sup>, the new particleboard mill of Grayling in Michigan, United States, was inaugurated. This mill entailed an investment of around US\$ 450 million and it has a production capacity of 800 thousand m<sup>3</sup> a year. The mill is now producing panels and has already started to market them.

### Dissolving Pulp Project Update

The dissolving pulp project has a progress of 75% by late March 2019. The estimated investment is about US\$ 195 million and the start up of production is expected by late 2019.

### Progress with the MAPA project

Earthworks started in February 2019 and the assembly of equipment will commence in October 2019. This new line of the Arauco mill is expected to start its production in the second quarter of 2021.

In April 2019, Arauco signed a financing agreement with Finland's Export Credit Agency (ECA) Finnvera and the BNP Paribas, JP Morgan Chase & Co and Santander banks of €555 million to buy the principal equipment of the complex. The main suppliers are Andritz and Valmet.

### Sale of Puertos y Logística S.A.

In April 2019, Empresas Copec and Arauco sold all their interests (3,0% and 20,3%, respectively) in Puertos y Logística S.A. in the context of a takeover bid of DP World Holding UK Ltd., for the amount of US\$ 117 million.

### Arauco bond issuance

In April 2019, Arauco completed the placement of two bullet bonds of US\$ 500 million each, with maturities in 2029 and 2049, and rates of 4.25% and 5.5%. The purpose of the placement is to finance the MAPA project, buy back bonds with maturity in 2019 y 2021, and finance other corporate duties.

### Progress with the Mina Justa Project

As planned, the Mina Justa project has a construction progress of over 30%. More than 4,400 people are currently involved in this initiative, that entails an investment of around US\$ 1,600 million, and is expected to start production by late next year.

Alxar has a 40% interest in Mina Justa, which is its venture into the large scale copper mining industry. The project is located in Ica, Perú and is expected to produce up to 150 thousand tons of fine copper per year in the first few years of operation, with an average of 115 thousand tons per year in its planned 16-year life.

## CONSOLIDATED RESULTS

**1T19 / 1T18.** Earnings attributable to the controller's owners were US\$ 221 million in 1Q19, dropping 21.1 % YoY. That was mainly due to operating income falling US\$ 117 million, partly offset by less negative non-operating income of US\$ 29 million.

The lower operating income was mainly in Arauco which had lower revenue from a pulp price decrease. The performance of the timber and forestry businesses remained stable.

The fuels business had higher operating income in Chilean pesos. There was a volume increase in Chile, partly offset by lower margins. Mapco performed better as did Terpel, whose income includes the operations of ExxonMobil's assets since the second quarter of 2018. After consolidation in US dollars, operating income dropped due to the higher exchange rate.

Abastible's operating income remained stable in Chilean pesos. There was a better performance in Chile and Colombia, which was offset by lower results in Peru and Ecuador. After consolidation in US dollars operating income dropped due to the higher exchange rate.

The company's gross margin dropped 6.1% amounting to US\$ 920 million, which mainly came from the affiliates Arauco with US\$ 446 million; Copec with US\$ 353 million; Abastible with US\$ 94 million; Sonacol with US\$ 14 million; and Igemar with US\$ 13 million.

Non-operating result was less negative, mainly because of higher other net income at Copec, related to the sale of real estate assets and lower financial expenses compared to the first quarter of 2018, when they increased from the acquisition of ExxonMobil's assets in that period.

### Approximate effects of the new IFRS 16

The adoption of the new IFRS has entailed the following effects in the company's financial statements:

- Assets increase in US\$ 640 million
- Liabilities increase in US\$ 633 million
- Leasing expenses decrease in US\$ 39 million
- Financial expenses increase in US\$ 6 million
- Depreciation and Amortization increase in US\$ 34 million
- EBITDA 1Q19 increase in US\$ 39 million
- There is no significant effect on net income before tax

Income Statement	1Q 19	4Q 18	1Q 18	1Q19 / 1Q18	1Q19 / 4Q18	Accum 19	Accum 18	Chg. 19 / 18
Revenues	5,927	6,057	5,752	3.0%	(2.2%)	5,927	5,752	3.0%
Cost of sales	(5,007)	(5,149)	(4,772)	(4.9%)	2.8%	(5,007)	(4,772)	(4.9%)
Administration & distribution expenses	(611)	(622)	(553)	(10.3%)	1.8%	(611)	(553)	(10.3%)
<b>Operating Income</b>	<b>310</b>	<b>287</b>	<b>427</b>	<b>(27.5%)</b>	<b>8.0%</b>	<b>310</b>	<b>427</b>	<b>(27.5%)</b>
Other income	73	69	57	27.8%	6.1%	73	57	27.8%
Other expenses	(31)	(47)	(29)	(7.4%)	35.2%	(31)	(29)	(7.4%)
Other gains (losses)	2	10	(1)	361.6%	(80.3%)	2	(1)	361.6%
Finance costs	(99)	(100)	(107)	7.7%	1.4%	(99)	(107)	7.7%
Finance income	15	17	12	25.4%	(13.3%)	15	12	25.4%
Share of profits of associates	5	(13)	10	(55.4%)	134.3%	5	10	(55.4%)
Foreign exchange differences	10	(5)	7	40.1%	314.0%	10	7	40.1%
Other results	(0)	(5)	(4)	99.5%	99.6%	(0)	(4)	99.5%
<b>Non Operational income</b>	<b>(25)</b>	<b>(75)</b>	<b>(54)</b>	<b>53.5%</b>	<b>66.7%</b>	<b>(25)</b>	<b>(54)</b>	<b>53.5%</b>
Income tax expense	(49)	(49)	(89)	45.1%	0.9%	(49)	(89)	45.1%
Total profit	236	162	284	(17.1%)	45.2%	236	284	(17.1%)
<b>Profit attributable to controllers</b>	<b>221</b>	<b>148</b>	<b>280</b>	<b>(21.1%)</b>	<b>50.0%</b>	<b>221</b>	<b>280</b>	<b>(21.1%)</b>
<b>Profit attributable to minority</b>	<b>15</b>	<b>15</b>	<b>4</b>	<b>260.3%</b>	<b>(1.6%)</b>	<b>15</b>	<b>4</b>	<b>260.3%</b>
EBIT	310	287	427	(27.5%)	8.0%	310	427	(27.5%)
Depreciation & Amortization	206	200	166	24.4%	3.0%	206	166	24.4%
Fair value cost of timber harvested	75	77	82	(8.6%)	(3.4%)	75	82	(8.6%)
<b>EBITDA</b>	<b>591</b>	<b>564</b>	<b>675</b>	<b>(12.4%)</b>	<b>4.6%</b>	<b>591</b>	<b>675</b>	<b>(12.4%)</b>

Figures in US\$ million

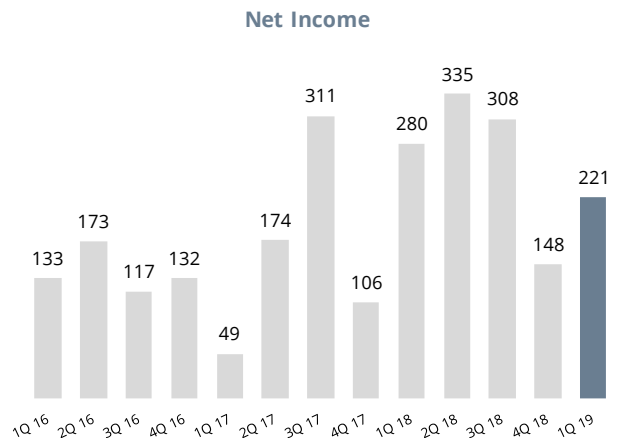
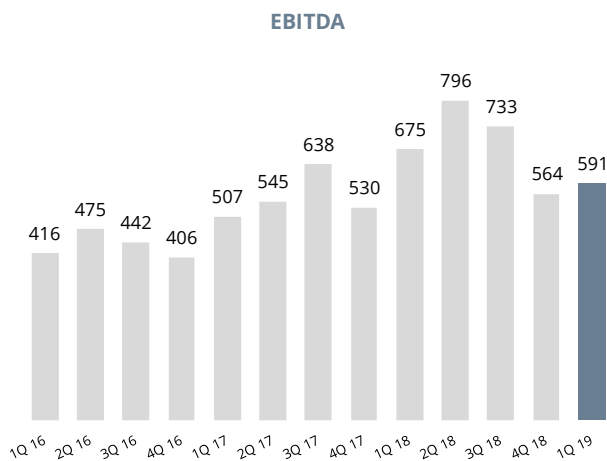
**1T19 / 4T18.** Net income rose 50.0% QoQ, mainly explained by non-operational and operational factors.

Non operating income was US\$ 50.1 million less negative, because of higher earnings of associates, along with lower other expenses by function and favorable exchange rate differences. That was partly offset by lower other earnings.

Operating income increased mainly in the fuels division, both in Terpel and Abastible. That was partly offset by lower operating results in Arauco related to lower pulp prices.

The fuels business had a higher EBITDA, mainly from Terpel, on account of better unit margins of liquid fuels. That was partly offset by lower margins in Chile, mainly due to the negative effect of the revaluation of inventories and lower margins in Mapco.

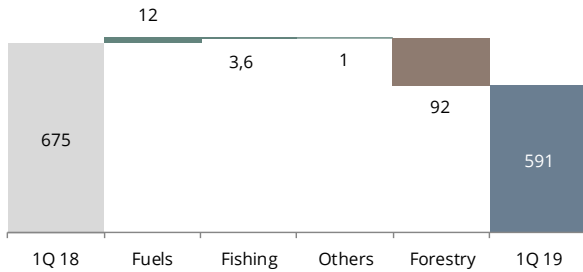
The forestry business EBITDA rose 1.7% related to higher volumes and lower unitary costs, along with a positive effect from the new IFRS 16 accounting principles.



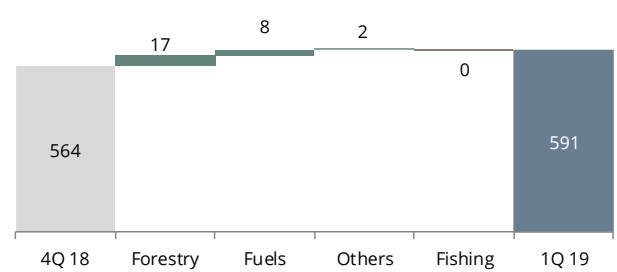
Figures in US\$ million

	1Q 19	4Q 18	1Q 18	1Q19 / 1Q18	1Q19 / 4Q18	Accum 19	Accum 18	Var 19 / 18
<b>EBITDA</b>								
Forestry	362	345	453	(20.2%)	4.9%	362	453	(20.2%)
Fuels	230	222	218	5.5%	3.7%	230	218	5.5%
<i>Copec</i>	175	169	160	9.6%	3.9%	175	160	9.6%
<i>Abastible</i>	39	39	43	(9.4%)	(0.8%)	39	43	(9.4%)
<i>Sonacol</i>	16	15	16	3.2%	12.8%	16	16	3.2%
Fishing	4	5	8	(45.9%)	(6.4%)	4	8	(45.9%)
Others	(6)	(7)	(5)	(12.3%)	21.4%	(6)	(5)	12.3%
<b>TOTAL</b>	<b>591</b>	<b>564</b>	<b>675</b>	<b>(12.4%)</b>	<b>4.6%</b>	<b>591</b>	<b>675</b>	<b>(12.4%)</b>
<b>CAPEX</b>								
Forestry	395	342	183	115.4%	15.5%	395	183	115.4%
Fuels	89	259	575	(84.4%)	(65.5%)	89	575	(84.4%)
Fishing	23	31	0	9814.2%	(26.6%)	23	0	9814.2%
Others	1	27	1	104.8%	(95.6%)	1	1	104.8%
<b>TOTAL</b>	<b>508</b>	<b>659</b>	<b>759</b>	<b>(33.0%)</b>	<b>(22.9%)</b>	<b>508</b>	<b>759</b>	<b>(33.0%)</b>

EBITDA change by business (1Q 19 v/s 1Q 18)  
(MMUS\$)



EBITDA change by business (1Q 19 v/s 4Q 18)  
(MMUS\$)



## ARAUCO

**1T19 / 1T18.** Arauco posted net income of US\$ 126 million, US\$ 72 million down YoY. That was due to operating income falling US\$ 107 million because of lower revenue in the pulp business from price decreases in the first part of 2019.

Consolidated revenue dropped 5.2%, explained by a pulp price decrease of 12.2%, partly offset by volumes increasing 4.4%. The wood products business revenues remained stable with a 10.3% increase in panel prices, offset by sawn timber prices and volumes dropping 2.9% and 4.4%, respectively. Panel volumes remained stable. The unit production costs of bleached hardwood and softwood rose 7.1% and 3.7%, respectively, and unbleached softwood costs fell 0.6%.

Non-operating income was down, because of greater financial expenses related to IFRS 16, partly offset by higher other revenue from adjustments to the revaluation of biological assets.

Changes	1Q19 / 1Q18	1Q19 / 4Q18	Accum 19 / 18
<b>Volume</b>			
Pulp	4.4%	9.4%	4.4%
Panels	(0.3%)	(1.3%)	(0.3%)
Sawn timber*	(4.4%)	2.2%	(4.4%)
<b>Prices</b>			
Pulp	(12.2%)	(10.9%)	(12.2%)
Panels	(2.8%)	1.6%	(2.8%)
Sawn timber*	(2.9%)	(4.1%)	(2.9%)

\*Includes Plywood

### Market Status

#### Pulp

In the first quarter there was a more stable scenario compared to that in late 2018, a period characterized by a marked downward trend, in which volumes and prices dropped because of the uncertainty over the trade tariff spat between the United States and China. By March, demand improved slightly, particularly in Asia, and global inventories started to drop reaching 48 days. No new capacity entered the market and nor were there any events that could have hit supply.

China has shown signs of recovery but has still not reached the levels of 6 months ago. In February 2019 in an endeavor to reduce inventories, paper producers halted their production for the week of the Chinese New Year celebrations and even for more days. In contrast to 2018, when a large number of production mills continued without stoppages despite the high costs of producing in that period. After the Lunar New Year, demand started to recover with inventories of paper producer mills returning to their normal levels.

Uncertainty over negotiations between the United States and China still lingers, making paper product demand remain low. Prices reached their lowest level in January and February, showing signs of recovery in March of about 3% for softwood and 4.5% for hardwood.

ARAUCO	1Q 19	4Q 18	1Q 18	1Q19 / 1Q18	1Q19 / 4Q18	Accum 19	Accum 18	Chg. 19 / 18
Sales	1,388	1,378	1,465	(5.2%)	0.8%	1,388	1,465	(5.2%)
Pulp**	652	677	733	(11.0%)	(3.7%)	652	733	(11.0%)
Wood Products**	698	661	693	0.7%	5.5%	698	693	0.7%
Forestry	31	30	30	2.4%	2.3%	31	30	2.4%
Others	7	9	9	(18.0%)	(14.7%)	7	9	(18.0%)
<b>EBITDA*</b>	<b>362</b>	<b>345</b>	<b>453</b>	<b>(20.2%)</b>	<b>4.9%</b>	<b>362</b>	<b>453</b>	<b>(20.2%)</b>
EBIT	162	170	269	(39.8%)	(4.8%)	162	269	(39.8%)
Non operating income	(21)	(73)	(20)	(6.9%)	71.5%	(21)	(20)	(6.9%)
<b>Net income</b>	<b>126</b>	<b>68</b>	<b>198</b>	<b>(36.4%)</b>	<b>84.0%</b>	<b>126</b>	<b>198</b>	<b>(36.4%)</b>

Figures in US\$ million

\*Adj. EBITDA informed by Arauco was US\$355 million for 1Q19, US\$343 million for 4Q18, US\$457 million for 1Q18

Adj. EBITDA = Net Income + fin. costs - fin. income + tax + dep & amort + fair value cost of timber harvested - gain from changes in biological assets + exchange rate differences

\*\*Includes energy sales

## Timber

### Sawn Timber and Remanufactured Products

In 1Q19, timber prices continued to drop moderately, mainly in Asia and the Middle East, reflecting greater supply from Europe, Canada and Brazil. Demand from China and Europe was somewhat weaker with a moderate price adjustment expected.

Supply and demand for remanufactured products are at an equilibrium in the United States, due to the positive seasonality of that market. The evolution for the rest of the year is uncertain, partly because of the lower pace of the construction sector and also the negotiations with China.

### Plywood

The plywood price decrease trend continued in 1Q19, due to high inventories and greater supply from South America and Asia. The price scenario is forecasted to improve for the rest of the year due to the positive seasonality in the Northern Hemisphere.

### Panels (MDF, PB and Melamine)

The Latin American market maintained good demand in 1Q19, particularly MDF. The forecast is also a good first half of the year on the Pacific coast. The positive scenario for Brazil of early in the year has worsened because of greater MDF supply and a more sluggish economy than expected. Demand is stabilizing in Argentina but prices in US dollars continue to deteriorate on account of the depreciation of the Argentine peso.

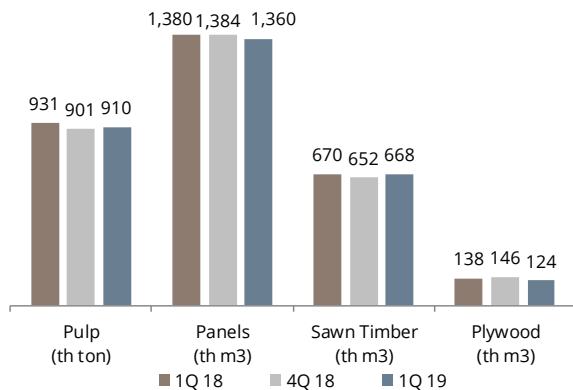
Panel sales have picked up in the United States and Canada on account of the boost from the positive seasonality.

**1Q19 / 4Q18.** Net income rose 84.0% QoQ, due to an increase in non-operating income, partly offset by lower operating income.

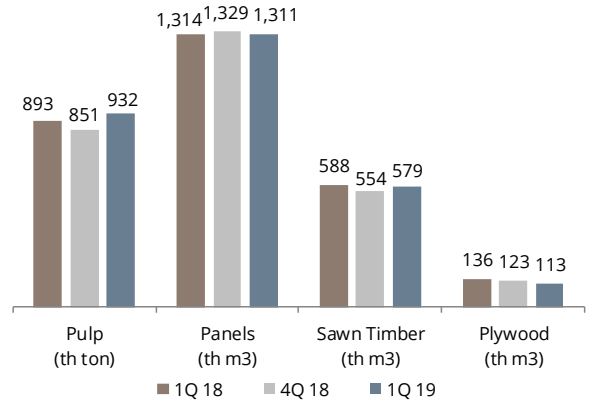
Non-operating income increased US\$ 52.5 million, largely because of higher other revenue from adjustments to the revaluation of biological assets. There was also higher income in associates and joint ventures, mainly at Sonae, and lower other expenses than last quarter, which was hit by greater wildfires, write-offs and fixed asset provisions.

Operating income dropped 4.8% QoQ, due to pulp prices dropping 10.9% and higher administration expenses. That was offset by a 9.4% increase in pulp volumes. In turn, there was greater depreciation and amortization related to the changes made by IFRS 16, and unit production costs dipped 8.4% for bleached softwood, 4.5% for bleached hardwood and 0.9% for raw fiber.

Production by Business



Sales Volumes by Business



## COPEC

**1T19 / 1T18.** Copec posted net income of Ch\$ 51,109 million in 1Q19, which was up on the net income of Ch\$ 37,682 million in 1Q18, mainly due to an increase in operating income and less negative non-operating income.

Consolidated EBITDA was Ch\$ 116,879 million, rising 21.5% from increases at Terpel and Mapco. Copec Chile remained stable.

Terpel's EBITDA rose 40.9%, largely due to the incorporation of the lubricants and fuels businesses acquired from ExxonMobil, which was partly offset by the effect of a negative revaluation of inventories. Terpel's liquid fuel sales volumes rose 11.6% in consolidated terms, explained by increases of 3.1% in Colombia, 17.8% in Panama, 107.1% in Ecuador and 65.2% in Peru (the figures of these latter two countries include the effect of the new operations of ExxonMobil), partly offset by a 2.8% decrease in the Dominican Republic. The vehicle natural gas (NGV) business had a 8.3% volume decrease in Colombia and a 4.8% increase in Peru.

Mapco's EBITDA was US\$ 13 million and up on the US\$ 2 million in the first quarter of 2018. Physical sales were 507 thousand m3 and increased 1.6%.

EBITDA in Chile remained stable, with operating income dropping as a result of decreased margins, related to the lower effect of the revaluation of inventories and a distribution cost increase. That was offset by total volumes rising 3.6%, with increases of 2.3% in the dealer channel and 5.1% in the industrial channel. This gives market share of 58.2% (figure as of february), which is an increase on the 56.7% in 1Q18.

Non-operating income was less negative, mainly due to the higher other net revenue at Copec, related to the sale of real estate assets and lower financial expenses compared to 1Q18, when they increased from the acquisition of ExxonMobil's assets. Additionally, there was higher income from monetary correction, partly offset by lower exchange rate differences.

COPEC CONSOLIDATED (Including Terpel & Mapco)	1Q 19	4Q 18	1Q 18	1Q19 / 1Q18	1Q19 / 4Q18	Accum 19	Accum 18	Chg. 19 / 18
Revenues	2,821,140	2,965,936	2,393,059	17.9%	(4.9%)	2,821,140	2,393,059	17.9%
<b>EBITDA</b>	<b>116,879</b>	<b>111,073</b>	<b>96,212</b>	<b>21.5%</b>	<b>5.2%</b>	<b>116,879</b>	<b>96,212</b>	<b>21.5%</b>
EBIT	75,109	65,429	70,546	6.5%	14.8%	75,109	70,546	6.5%
Non operating income	(1,996)	15,331	(16,506)	87.9%	(113.0%)	(1,996)	(16,506)	87.9%
<b>Net income</b>	<b>51,109</b>	<b>59,298</b>	<b>37,682</b>	<b>35.6%</b>	<b>(13.8%)</b>	<b>51,109</b>	<b>37,682</b>	<b>35.6%</b>
Copec Chile physical sales (thousand of m3)	2,598	2,576	2,508	3.6%	0.8%	2,598	2,508	3.6%
Gas stations channel	1,436	1,390	1,403	2.3%	3.3%	1,436	1,403	2.3%
Industrial channel	1,162	1,186	1,105	5.1%	(2.1%)	1,162	1,105	5.1%
Copec Chile market share	58.2%	57.0%	56.6%	2.7%	2.0%	58.2%	56.6%	2.7%

Figures in millions of Chilean pesos

TERPEL	1T 19	4T 18	1T 18	1T19 / 1T18	1T19 / 4T18	Accum 19	Accum 18	Var 19 / 18
Revenues	5,098,210	5,329,366	4,112,533	24.0%	(4.3%)	5,098,210	4,112,533	24.0%
<b>EBITDA</b>	<b>222,116</b>	<b>152,575</b>	<b>157,653</b>	<b>40.9%</b>	<b>45.6%</b>	<b>222,116</b>	<b>157,653</b>	<b>40.9%</b>
EBIT	145,604	27,603	111,873	30.2%	427.5%	145,604	111,873	30.2%
Non operating income	(53,740)	44,416	(86,709)	38.0%	(221.0%)	(53,740)	(86,709)	38.0%
Net income								
<b>Profit attributable to controllers</b>	<b>62,255</b>	<b>101,264</b>	<b>(3,479)</b>	<b>1889.2%</b>	<b>(38.5%)</b>	<b>62,255</b>	<b>(3,479)</b>	<b>1889.2%</b>
Profit attributable to minority interest	(2.6)	(7.1)	0.0	(14,627.8%)	63.1%	(2.6)	0.0	(14,627.8%)
Terpel physical sales (thousand of m3)	2,497	2,601	2,238	11.6%	(4.0%)	2,497	2,238	11.6%
Colombia	1,850	1,935	1,794	3.1%	(4.4%)	1,850	1,794	3.1%
Panama	268	256	228	17.8%	4.8%	268	228	17.8%
Ecuador	302	341	146	107.1%	(11.5%)	302	146	107.1%
Dominican Republic	56	51	58	(2.8%)	10.9%	56	58	(2.8%)
Peru	20	18	12	65.2%	9.7%	20	12	65.2%
Gazel NGV physical sales (thousand of m3)	81	80	86	(5.3%)	1.8%	81	86	(5.3%)
Colombia	60	58	65	(8.3%)	3.2%	60	65	(8.3%)
Peru	21	21	20	4.8%	(1.8%)	21	20	4.8%
Mexico	0	0	0	0.0%	0.0%	0	0	0.0%

Figures in millions of Colombian pesos

MAPCO	1Q 19	4Q 18	1Q 18	1Q19 / 1Q18	1Q19 / 4Q18	Accum 19	Accum 18	Chg. 19 / 18
Revenues	398	437	413	(3.7%)	(9.0%)	398	413	(3.7%)
<b>EBITDA</b>	<b>13</b>	<b>24</b>	<b>2</b>	<b>486.3%</b>	<b>(44.3%)</b>	<b>13</b>	<b>2</b>	<b>486.3%</b>
Mapco physical sales (thousand of m3)	507	516	499	1.6%	(1.6%)	507	499	1.6%

Figures in US\$ million



**1T19 / 4T18.** Net income in the quarter fell Ch\$ 8.189 million QoQ due to non-operational factors.

Non-operating income dropped Ch\$ 17,327 million, mainly due to lower other net earnings from the sale, in the prior quarter, of real estate assets at Copec and the gas station business in Colombia that Terpel purchased from ExxonMobil. There were also higher other expenses and unfavorable foreign exchange differences.

Consolidated EBITDA rose 5.2%, largely because of higher liquid fuel margins at Terpel, partly offset by lower margins in Chile, related to the decrease in the revaluation of inventories. Operating income increased 8.1% from the higher depreciation and amortization expense the prior quarter, associated with the incorporation of operations in Colombia, Peru and Ecuador after the purchase of ExxonMobil's assets.

Volumes at service stations in Chile increased 3.3% and dropped 2.1% in the industrial channel. Terpel's volume fell 4.4% in Colombia and 11.5% in Ecuador, offset by increases of 4.8% in Panama, 9.7% in Peru and 10.9% in the Dominican Republic. The LNG volumes dropped 7.4% in Colombia and 3.8% in Peru. Mapco had a 1.7% decrease in physical sales.

## ABASTIBLE

**1T19 / 1T18.** Abastible posted net income of Ch\$ 10,591 million, which was a 8.5% increase YoY. That was mainly due to less negative non-operating income related to greater other earnings from the sale of real estate assets and a higher income share of associates from the better performance of Gasmar, Sonacol and Hualpén. There was also income from less negative monetary correction. That was all offset by higher financial expenses in Peru from the refinancing of debt.

At consolidated level, both the EBITDA and operating income were in line with the same period of last year and amounted to Ch\$ 25,452 million and Ch\$16,901 million, respectively. There was greater income in Colombia, due to higher margins and lower administration expenses and distribution costs. That was offset by a decrease in Peru from higher administration expenses. The operations in Chile and Ecuador remained stable.

Liquefied gas volumes in Chile, Colombia and Ecuador in 1Q19 were in line with the same period of last year amounting to 97 thousand, 48 thousand and 109 thousand tons, respectively. In turn, volumes in Peru increased 14.1% to 136 thousand tons.

**1T19 / 4T18.** Abastible's net income rose 157% QoQ, explained by operating income increasing Ch\$ 5,178 million from lower administration expenses. That was partly offset by a 7.8% volume decrease in Chile. In turn, in Colombia, Ecuador and Peru volumes fell 6.1%, 7.0% and 15.8%, respectively.

Non-operating income was up Ch\$ 3,178 million, related to higher other earnings from the sale of real estate assets and a greater income share of associates from the better performance of Gasmar, Sonacol and Hualpén. There was also positive monetary correction income. That was partly offset by higher financial costs from the refinancing of debt in Peru.

ABASTIBLE CONS. (Includes Chile, Colombia, Peru, Ecuador)	1Q 19	4Q 18	1Q 18	1Q19 / 1Q18	1Q19 / 4Q18	Accum 19	Accum 18	Chg. 19 / 18
Sales	182,435	220,705	169,231	7.8%	(17.3%)	182,435	169,231	7.8%
<b>EBITDA</b>	<b>25,425</b>	<b>19,041</b>	<b>25,294</b>	<b>0.5%</b>	<b>33.5%</b>	<b>25,425</b>	<b>25,294</b>	<b>0.5%</b>
EBIT	16,901	11,723	16,982	(0.5%)	44.2%	16,901	16,982	(0.5%)
Non operating income	(52)	(3,231)	(3,115)	98.3%	98.4%	(52)	(3,115)	98.3%
<b>Net income</b>	<b>10,591</b>	<b>4,121</b>	<b>9,760</b>	<b>8.5%</b>	<b>157.0%</b>	<b>10,591</b>	<b>9,760</b>	<b>8.5%</b>
Abastible Chile LPG physical sales (thousand of tons)	97	105	98	(1.1%)	(7.8%)	97	98	(1.1%)

Figures in million chilean pesos

INVERSIONES DEL NORDESTE (Colombia)	1Q 19	4Q 18	1Q 18	1Q19 / 1Q18	1Q19 / 4Q18	Accum 19	Accum 18	Chg. 19 / 18
Sales	136,683	154,425	138,941	(1.6%)	(11.5%)	136,683	138,941	(1.6%)
EBITDA	24,679	17,942	21,210	16.4%	37.5%	24,679	21,210	16.4%
IN Colombia LPG physical sales (thousand of tons)	48	51	49	(1.3%)	(6.1%)	48	49	(1.3%)

Figures in million colombian pesos

SOLGAS (Peru)	1Q 19	4Q 18	1Q 18	1Q19 / 1Q18	1Q19 / 4Q18	Accum 19	Accum 18	Chg. 19 / 18
Sales	280,981	366,790	260,603	7.8%	(23.4%)	280,981	260,603	7.8%
EBITDA	9,187	15,927	11,456	(19.8%)	(42.3%)	9,187	11,456	(19.8%)
Solgas Perú LPG physical sales (thousand of tons)	136	162	119	14.1%	(15.8%)	136	119	14.1%

Figures in thousand soles peruanos

DURAGAS (Ecuador)	1Q 19	4Q 18	1Q 18	1Q19 / 1Q18	1Q19 / 4Q18	Accum 19	Accum 18	Chg. 19 / 18
Sales	30	33	29	4.4%	(8.8%)	30	29	4.4%
EBITDA	2.4	2.8	2.6	(8.2%)	(15.0%)	2.4	2.6	(8.2%)
Duragas Ecuador LPG physical sales (thousand of tons)	109	118	107	1.8%	(7.0%)	109	107	1.8%

Figures in US\$ thousands

## PESQUERA IQUIQUE-GUANAYE (IGEMAR)

**1T19 / 1T18.** Igemar posted a loss attributable to the controller's owners of US\$ 1.5 million in 1Q19, which was down on the loss of US\$ 1.3 million in 1Q18. Corpesca had lower income, which was partly offset by an increase at Orizon. Although the controller's portion was more negative, the total loss decreased, mainly because of higher income tax earnings at Orizon, which is where the non-controlling interest is concentrated.

Non-operating income fell US\$ 0.3 million YoY, largely explained by a drop in other expenses of US\$ 1.6 million related to lower expenses of non-operative plants and bays. There were also higher other earnings of US\$ 0.9 million, due to the sale of assets defined as non-core by the Orizon management. That was offset by lower income in associates and joint ventures of US\$ 1.4 million, mainly from Corpesca, and higher financial costs.

The decrease in operating income is mainly explained by costs associated with the closing of the productive activities of the mussels business, due to the contribution of these assets from Orizon to St. Andrews and Empresa Pesquera Apiao, as payment for the 20% ownership in these companies.

There were price decreases of all products in the quarter, with the fishmeal price dropping 16.1%, fish oil 23.9%, canned fish 11.0% and frozen fish 30.9%. That was partly offset by higher physical sales. In the quarter, 4.3 thousand tons of fishmeal, 1.0 thousand tons of fish oil, 733.9 thousand cases of canned fish and 5.1 thousand tons of frozen fish were sold, increasing 10.1%, 4.1%, 3.0% and 74.0%, respectively.

The total fish processed was 79.6 thousand tons, increasing 15.7%.

**1T19 / 4T18.** Net income increased US\$ 10.5 million QoQ, due to more favorable non-operating income and tax.

Non-operating income of US\$ 9.0 million was slightly more favorable, largely because of lower other expenses by function.

Operating income increased US\$ 1.7, mainly due to higher gross margin and lower administrative expenses. This was partly offset by higher distribution costs and lower fishmeal and fishoil volumes.

The total fish processed amounted to 79.6 thousand tons, 198.2% up QoQ.

IGEMAR CONSOLIDATED	1Q 19	4Q 18	1Q 18	1Q19 / 1Q18	1Q19 / 4Q18	Accum 19	Accum 18	Chg. 19 / 18
Sales	42.1	43.2	42.3	(0.5%)	(2.6%)	42.1	42.3	(0.5%)
<b>EBITDA</b>	<b>4.2</b>	<b>4.5</b>	<b>7.8</b>	<b>(45.9%)</b>	<b>(6.4%)</b>	<b>4.2</b>	<b>7.8</b>	<b>(45.9%)</b>
EBIT	1.5	(0.1)	4.7	(67.8%)	1172.5%	1.5	4.7	(67.8%)
Non operating income	(5.7)	(14.8)	(6.1)	5.7%	61.2%	(5.7)	(6.1)	5.7%
<b>Net income</b>	<b>(1.5)</b>	<b>(12.0)</b>	<b>(1.3)</b>	<b>(14.6%)</b>	<b>87.2%</b>	<b>(1.5)</b>	<b>(1.3)</b>	<b>(14.6%)</b>
Physical sales								
Fishmeal (tons)	4,352	7,026	3,952	10.1%	(38.1%)	4,352	3,952	10.1%
Fish Oil (tons)	1,031	1,370	991	4.1%	(24.7%)	1,031	991	4.1%
Canned Fish (cases)	733,875	716,390	712,826	3.0%	2.4%	733,875	712,826	3.0%
Frozen Fish (tons)	5,125	2,725	2,945	74.0%	88.0%	5,125	2,945	74.0%
Catches (tons)	79,624	26,700	68,810	15.7%	198.2%	79,624	68,810	15.7%

Figures in US\$ million

## OTHER AFFILIATES

### Sonacol

Sonacol had net income of Ch\$ 6,244 million in 1Q19, higher than the Ch\$ 5,159 million in 1Q18. That was because of an operating income increase, related to a 6.3% volume increase compared to the same period of last year. Non-operating income rose, mainly due to positive exchange rate differences.

### OTHER RELATED COMPANIES

#### Metrogas & AGESA

Metrogas posted net income of Ch\$ 1,446 million in 1Q19, which was up on the loss of Ch\$ 5,020 million in 1Q18.

AGESA had net income of US\$ 16.7 million in 1Q19, which was a 58.2% increase YoY.

#### Corpesca and Caleta Vitor

In the quarter, Corpesca recorded a loss of US \$ 10.8 million, which compares negatively with the US \$ 0.1 million as of March 2018, mainly explained by fishing restrictions during the months of January and February, causing a significant increase in costs, due to the processing of 56% less raw material.

Additionally, Caleta Vitor recorded a profit of US \$ 2.8 million, mainly explained by the results of the affiliate Kabsa and, to a lesser extent, of MPH and Corpesca do Brasil.

Net income from other affiliates and associates	1Q 19	4Q 18	1Q 18	1Q19 / 1Q18	1Q19 / 4Q18	Accum 19	Accum 18	Chg. 19 / 18
Sonacol*	6,244	5,262	5,159	21.0%	18.7%	6,244	5,159	21.0%
Camino Nevado	(8.5)	(4.9)	1.1	(872.2%)	(73.2%)	(8.5)	1.1	(872.2%)
Metrogas*	1,446	8,293	(5,020)	128.8%	(82.6%)	1,446	(5,020)	128.8%
Agesa	16.7	10.5	10.6	58.2%	59.4%	16.7	10.6	58.2%
Corpesca	(10.8)	(1.5)	0.1	(12925.0%)	(615.8%)	(10.8)	0.1	(12925.0%)
Laguna Blanca**	(12.3)	(4.7)	5.7	(316.7%)	(164.0%)	(12.3)	5.7	(316.7%)

Figures in US\$ million

\* Figures in millions of Chilean pesos

\*\* Parent company of Mina Invierno, formerly named Isla Riesco

## CONSOLIDATED BALANCE SHEET ANALYSIS

Consolidated current assets YTD dropped 0.8% on those YTD 2018. That change was principally driven by lower cash and cash equivalents at Arauco related to the acquisition of Masisa Mexico, to the MAPA project and lower earnings in a scenario of pulp price decreases. That was partly offset by higher non-financial assets and inventories at such subsidiary.

Non-current assets YTD increased 5.7% on those at the close of 2018. There was an increase in property, plant and equipment at Arauco, Copec and Abastible, related to leasing contracts that were capitalized in accordance with the change in IFRS 16.

Total current liabilities increased 8.0% compared to the total at the close of 2018. There was an increase in other financial liabilities at Arauco, Copec and Abastible, along with higher accounts payable at Arauco.

Non-current liabilities rose 5.5%, mainly due to higher other financial liabilities at Arauco and Copec, related to leasing contracts shown on the balance sheet in accordance with the modification of IFRS 16.

Altogether, the company's shareholders' equity rose 1.5% on that at December 2018, mainly because of an increase in retained earnings and less negative other reserves.

Simplified Balance Sheet Statement	Mar-19	Dec-18	Chg. 19 / 18
Current assets	6,253	6,304	(0.8%)
Non-current assets	18,157	17,184	5.7%
<b>TOTAL ASSETS</b>	<b>24,409</b>	<b>23,487</b>	<b>3.9%</b>
Short term financial debt	1,260	1,144	10.1%
Other current liabilities	2,423	2,266	6.9%
<b>Total current liabilities</b>	<b>3,683</b>	<b>3,410</b>	<b>8.0%</b>
Long term financial debt	6,789	6,321	7.4%
Other non-current liabilities	2,578	2,562	0.6%
<b>Total non-current liabilities</b>	<b>9,368</b>	<b>8,883</b>	<b>5.5%</b>
<b>TOTAL LIABILITIES</b>	<b>13,050</b>	<b>12,293</b>	<b>6.2%</b>
Non-controlling interests	494	485	1.9%
Shareholder's Equity	10,865	10,709	1.5%
<b>TOTAL EQUITY</b>	<b>11,359</b>	<b>11,194</b>	<b>1.5%</b>
Leverage*	0.57	0.49	14.6%
Net financial debt	6,431	5,531	16.3%
ROCE**	10.4%	11.6%	(1.2pp)

Figures in US\$ million

\* Leverage = Net financial debt / Total equity

\*\* ROCE = (Annualized EBIT + Gain from changes in fair value of biological assets + Financial income) / (Total current assets - Total current liabilities + Non-current biological assets + Property, Plant and Equipment - Net non-current assets classified as held for sale)

## CASH FLOW STATEMENT ANALYSIS

The operating cash flow YTD increased on the previous year, which was mainly due to higher charges from the sale of goods and service provision at Copec and Arauco. That was partly offset by greater payments to suppliers of goods and services at Copec and a higher tax payment at Arauco.

The investing cash flow was less negative, largely due to the higher cash flow used in 2018 to gain control of subsidiaries, related to Terpel acquiring ExxonMobil's assets. That was partly offset by the purchase of the assets of Masisa Mexico by Arauco in the first quarter of 2019.

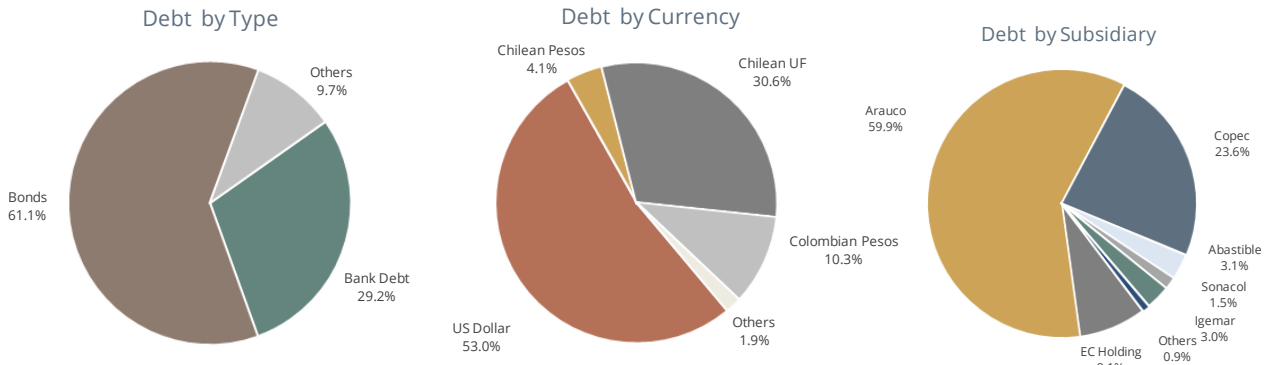
The financing cash flow had a negative change, mainly explained by lower loan proceeds, associated with Terpel's bank loans to acquire ExxonMobil's assets in 2018, and those of Copec to refinance part of its debt.

CASH FLOW STATEMENT	Mar-19	Mar-18
Cash flows from (used in) operating activities	263	141
Cash flows from (used in) investing activities	(420)	(744)
Cash flows from (used in) financing activities	(145)	753
<b>Net increase (decrease) in cash and cash equivalents</b>	<b>(303)</b>	<b>151</b>

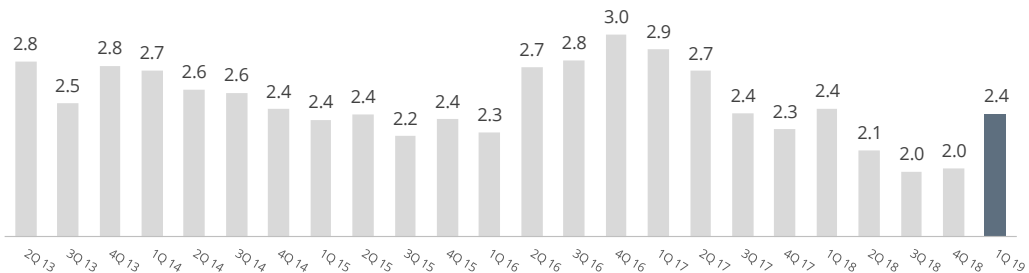
Figures in million US\$

## DEBT ANALYSIS

Total financial debt: MMUS\$ 8,054  
Cash and equivalents: MMUS\$ 1,618

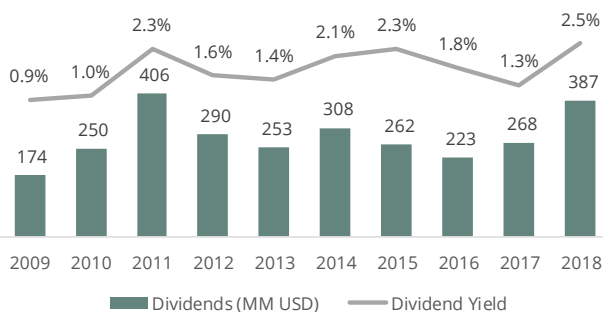


### Net Debt / EBITDA



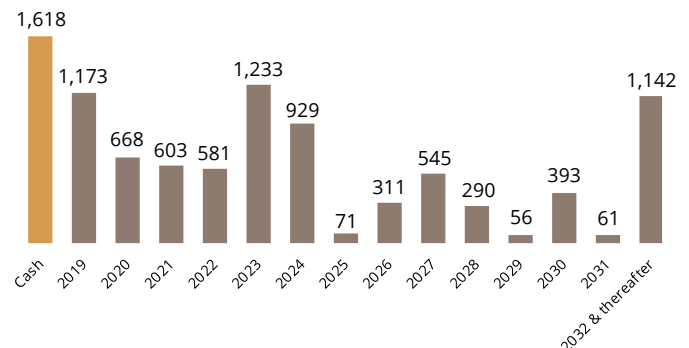
### Dividend distribution and Dividend Yield\*

Figures in US\$ million



### Financial debt maturities

Figures in US\$ million



\*Dividend Yield is calculated based on dividends paid per calendar year. Market value and exchange rate at the end of each period

\*\* Dividends paid by Empresas Copec on a calendar year basis

Dividend policy of 40% since 2002.

### International Risk Rating

Fitch Ratings: BBB / stable  
Standard and Poor's: BBB / stable

### Domestic Risk Rating

Feller-Rate: AA / stable / 1<sup>st</sup> Class Level 1  
Fitch Ratings: AA-/ stable / 1<sup>st</sup> Class Level 1

## BREAKDOWN BY OPERATING SEGMENTS (Accumulated as of March 2019)

Figures as of March 2019	Arauco	Copec	Abastible	Sonacol	Igemar	Others*	Subtotal	Elimin.	Total
Revenues from external clients	1,388,186	4,212,297	271,404	12,718	42,129	110	5,926,844	-	5,926,844
Revenues between segments	-	19,900	1,167	7,797	2	308	29,174	(29,174)	-
Interest Income	6,746	2,601	687	23	236	4,462	14,755	-	14,755
Interest Expense	(57,391)	(30,815)	(6,325)	(970)	(2,640)	(742)	(98,883)	-	(98,883)
<b>Interest expense, net</b>	<b>(50,645)</b>	<b>(28,214)</b>	<b>(5,638)</b>	<b>(947)</b>	<b>(2,404)</b>	<b>3,720</b>	<b>(84,128)</b>	-	<b>(84,128)</b>
<b>Income (loss) from the reporting segment</b>	<b>126,099</b>	<b>83,657</b>	<b>18,151</b>	<b>9,354</b>	<b>(970)</b>	<b>(367)</b>	<b>235,924</b>	-	<b>235,924</b>
EBIT	162,132	112,603	25,252	13,977	1,523	(5,823)	309,664	-	309,664
Depreciation	121,512	43,225	12,735	2,468	2,507	260	182,707	-	182,707
Amortization	3,172	19,372	643	-	208	9	23,404	-	23,404
Fair value cost of timber harvested	74,837	-	-	-	-	-	74,837	-	74,837
<b>EBITDA</b>	<b>361,653</b>	<b>175,200</b>	<b>38,630</b>	<b>16,445</b>	<b>4,238</b>	<b>(5,554)</b>	<b>590,612</b>	-	<b>590,612</b>
Share in income (loss) of associates	4,363	4,865	2,647	-	(2,597)	(4,715)	4,563	-	4,563
Income (expense) from income taxes	(15,100)	(25,561)	(7,022)	(3,576)	3,229	(714)	(48,744)	-	(48,744)
<b>Investments by segment</b>									
Payments for acq. prop., plant and equip.	165,855	49,401	30,419	3,644	3,100	2	252,421	-	252,421
Acquisition other long term assets	73,859	-	-	-	-	-	73,859	-	73,859
Payments for acq. affiliates and associates	151,294	-	-	-	20,000	1,200	172,494	-	172,494
Purchase of intangible assets	3,603	5,654	305	-	-	-	9,562	-	9,562
<b>Other Payments for Investments</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Total investments</b>	<b>394,611</b>	<b>55,055</b>	<b>30,724</b>	<b>3,644</b>	<b>23,100</b>	<b>1,202</b>	<b>508,336</b>	-	<b>508,336</b>
<b>Country of origin of operating revenue</b>									
Operating revenues - local (chile)	688,835	2,188,032	113,010	12,718	42,129	110	3,044,834	-	3,044,834
Operating revenues - foreign (foreign companies)	699,351	2,024,265	158,394	-	-	-	2,882,010	-	2,882,010
<b>Total operating revenues</b>	<b>1,388,186</b>	<b>4,212,297</b>	<b>271,404</b>	<b>12,718</b>	<b>42,129</b>	<b>110</b>	<b>5,926,844</b>	-	<b>5,926,844</b>
<b>Assets by segment</b>	<b>15,273,143</b>	<b>5,714,901</b>	<b>1,357,870</b>	<b>306,957</b>	<b>533,729</b>	<b>1,222,484</b>	<b>24,409,084</b>	-	<b>24,409,084</b>
Equity method investments	353,594	56,685	55,531	-	197,300	531,647	1,194,757	-	1,194,757
Liabilities by segments	7,871,974	3,784,421	855,185	201,234	302,986	34,674	13,050,474	-	13,050,474
<b>Country of origin of non-current assets</b>									
Nacionalidad activos no corrientes	7,625,578	1,801,637	571,542	289,912	391,316	828,900	11,508,885	-	11,508,885
Foreign	4,282,584	1,824,508	540,568	-	-	-	6,647,660	-	6,647,660
<b>Total non-current assets</b>	<b>11,908,162</b>	<b>3,626,145</b>	<b>1,112,110</b>	<b>289,912</b>	<b>391,316</b>	<b>828,900</b>	<b>18,156,545</b>	-	<b>18,156,545</b>

\*Includes Abar, Empresas Copec parent company and others  
Figures in thousand US\$

## Breakdown by country

	Chile	Colombia	USA/Canada	Panama	Argentina	Brazil	Uruguay	Ecuador	Dominican Republic	Peru	México	Total
Revenues	3,044,834	1,278,032	734,217	179,387	99,558	126,838	113,231	135,357	41,446	150,426	23,518	5,926,844
Non-current assets	11,246,521	923,650	1,414,130	156,122	820,279	1,013,246	1,742,953	59,183	3,733	652,120	124,608	18,156,545

Figures in thousand US\$

## BREAKDOWN BY OPERATING SEGMENTS (Accumulated as of March 2018)

Figures as of March 2018	Arauco	Copec	Abastible	Sonacol	Igemar	Others*	Subtotal	Elimin.	Total
Revenues from external clients	1,464,654	3,953,866	278,508	12,515	42,325	194	5,752,062	-	5,752,062
Revenues between segments	-	23,861	2,500	7,592	-	360	34,313	(34,313)	-
Interest Income	4,782	3,585	680	21	110	2,591	11,769	-	11,769
Interest Expense	(51,662)	(45,323)	(6,889)	(1,074)	(1,540)	(631)	(107,119)	-	(107,119)
<b>Interest expense, net</b>	<b>(46,880)</b>	<b>(41,738)</b>	<b>(6,209)</b>	<b>(1,053)</b>	<b>(1,430)</b>	<b>1,960</b>	<b>(95,350)</b>	-	<b>(95,350)</b>
<b>Income (loss) from the reporting segment</b>	<b>197,716</b>	<b>60,902</b>	<b>18,379</b>	<b>8,565</b>	<b>(1,685)</b>	<b>605</b>	<b>284,482</b>	-	<b>284,482</b>
EBIT	269,138	117,196	28,200	13,187	4,729	(5,486)	426,964	-	426,964
Depreciation	99,279	28,885	13,801	2,748	2,978	364	148,055	-	148,055
Amortization	3,036	13,727	628	-	120	177	17,688	-	17,688
Fair value cost of timber harvested	81,848	-	-	-	-	-	81,848	-	81,848
<b>EBITDA</b>	<b>453,301</b>	<b>159,808</b>	<b>42,629</b>	<b>15,935</b>	<b>7,827</b>	<b>(4,945)</b>	<b>674,555</b>	-	<b>674,555</b>
Share in income (loss) of associates	5,845	4,317	1,615	-	(1,166)	(373)	10,238	-	10,238
Income (expense) from income taxes	(51,841)	(28,834)	(4,648)	(3,180)	(348)	87	(88,764)	-	(88,764)
<b>Investments by segment</b>									
Payments for acq. prop., plant and equip.	96,739	44,093	24,646	1,036	233	-	166,747	-	166,747
Acquisition other long term assets	70,276	-	-	-	-	-	70,276	-	70,276
Payments for acq. affiliates and associates	15,918	490,005	-	-	-	8	505,931	-	505,931
Purchase of intangible assets	282	10,259	4,720	-	-	579	15,840	-	15,840
<b>Total investments</b>	<b>183,215</b>	<b>544,357</b>	<b>29,366</b>	<b>1,036</b>	<b>233</b>	<b>587</b>	<b>758,794</b>	-	<b>758,794</b>
<b>Country of origin of operating revenue</b>									
Operating revenues - local (chile)	893,294	2,068,171	120,802	12,515	42,325	194	3,137,301	-	3,137,301
Operating revenues - foreign (foreign companies)	571,360	1,885,695	157,706	-	-	-	2,614,761	-	2,614,761
<b>Total operating revenues</b>	<b>1,464,654</b>	<b>3,953,866</b>	<b>278,508</b>	<b>12,515</b>	<b>42,325</b>	<b>194</b>	<b>5,752,062</b>	-	<b>5,752,062</b>
<b>Assets by segment</b>	<b>14,318,964</b>	<b>5,569,872</b>	<b>1,324,085</b>	<b>328,258</b>	<b>525,911</b>	<b>1,228,995</b>	<b>23,296,085</b>	-	<b>23,296,085</b>
Equity method investments	377,416	61,927	56,247	-	169,950	348,455	1,013,995	-	1,013,995
Liabilities by segments	7,077,607	3,719,605	809,516	209,369	265,296	84,099	12,165,492	-	12,165,492
<b>Country of origin of non-current assets</b>									
Nacionalidad activos no corrientes	6,856,763	1,713,121	532,792	311,474	375,869	657,608	10,447,627	-	10,447,627
Foreign	4,596,407	1,585,530	553,959	-	-	-	6,735,896	-	6,735,896
<b>Total non-current assets</b>	<b>11,453,170</b>	<b>3,298,651</b>	<b>1,086,751</b>	<b>311,474</b>	<b>375,869</b>	<b>657,656</b>	<b>17,183,571</b>	-	<b>17,183,571</b>

\*Includes Alxar, Empresas Copec parent company and others

Figures in thousand US\$

## Breakdown by country

	Chile	Colombia	USA/Canada	Panama	Argentina	Brazil	Uruguay	Ecuador	Dominican Republic	Peru	Mexico	Total
Revenues	3,137,301	1,222,412	642,876	165,370	127,927	128,686	118,757	71,625	43,920	93,188	-	5,752,062
Non-current assets	10,644,592	848,839	1,380,093	156,186	825,915	984,746	1,661,426	57,143	3,923	620,708	-	17,183,571

Figures in thousand US\$



## FINANCIAL STATEMENTS

STATEMENT OF COMPREHENSIVE INCOME BY FUNCTION	Mar-19	Mar-18	Chg. 19 / 18
Revenue	5,926,844	5,752,062	3.0%
Cost of sales	(5,006,660)	(4,771,813)	4.9%
<b>Gross profit</b>	<b>920,184</b>	<b>980,249</b>	(6.1%)
Other income	72,875	57,015	27.8%
Distribution costs	(349,823)	(312,282)	12.0%
Administrative expenses	(260,697)	(241,003)	8.2%
Other expense	(30,694)	(28,591)	7.4%
Other gains (losses)	2,051	(784)	(361.6%)
Finance income	14,755	11,769	25.4%
Financial costs	(98,883)	(107,119)	(7.7%)
Share of profit (loss) of associates and joint ventures accounted for using equity method	4,563	10,238	(55.4%)
Foreign exchange differences	10,357	7,391	40.1%
Gains (losses) on net monetary position	(20)	(3,637)	(99.5%)
<b>Profit (loss) before tax</b>	<b>284,668</b>	<b>373,246</b>	(23.7%)
Income tax expense	(48,744)	(88,764)	(45.1%)
<b>Profit (loss) from continuing operations</b>	<b>235,924</b>	<b>284,482</b>	(17.1%)
<b>Profit (loss)</b>	<b>235,924</b>	<b>284,482</b>	(17.1%)
<b>Profit (loss), attributable to</b>			
Profit (loss), attributable to owners of parent	221,283	280,418	(21.1%)
Profit (loss), attributable to non-controlling interests	14,641	4,064	260.3%
<b>Total profit (loss)</b>	<b>235,924</b>	<b>284,482</b>	(17.1%)

Figures in thousand US\$

## FINANCIAL STATEMENTS

STATEMENT OF COMPREHENSIVE INCOME	Mar-19	Mar-18	Chg. 19 / 18
<b>Profit (loss)</b>	235,924	284,482	(17.1%)
Other comprehensive income, before tax, actuarial gain (losses) to defined benefit plans	685	(152)	550.7%
Share of other comprehensive income of associates and joint ventures accounted for using equity method that will not be reclassified to profile, before tax	0	1,708	(100.0%)
<b>Other comprehensive income that will not be reclassified to profile</b>	685	1,556	(56.0%)
Gains (losses) on exchange differences on translation, before tax	35,457	53,076	(33.2%)
Other comprehensive income, before tax, exchange differences on translation	35,457	53,076	(33.2%)
Gains (losses) on remeasuring available-for-sale financial assets, before tax	261	48	443.8%
Other comprehensive income, before tax, available-for-sale financial assets	261	48	443.8%
Gains (losses) on cash flow hedges, before tax	(1,360)	32,465	(104.2%)
Reclassification adjustments on cash flow hedges, before tax	(2,148)	(1,900)	(13.1%)
Other comprehensive income, before tax, gains (losses) from investments in equity instruments	(3,508)	30,565	(111.5%)
Other comprehensive income, before tax, gains (losses) on revaluation	0	(1100.0%)	100.0%
Other comprehensive income, before tax, actuarial gains (losses) on defined benefit plans	(4,466)	(200.0%)	(223200.0%)
Share of other comprehensive income of associates and joint ventures accounted for using equity method	57	524	(89.1%)
<b>Other comprehensive income, before tax</b>	30,039	84,200	(64.3%)
Income tax relating to exchange differences on translation of other comprehensive income	0	0	-
Income tax relating to investments in equity instruments of other comprehensive income	(137)	(42300.0%)	67.6%
Income tax relating to available-for-sale financial assets of other comprehensive income	0	(13)	100.0%
Income tax relating to cash flow hedges of other comprehensive income	2,716	(8,317)	132.7%
Income tax relating to defined benefit plans of other comprehensive income	(202)	(99)	(104.0%)
Reclassification adjustments on income tax relating to components of other comprehensive income	0	0.0%	-
Aggregated income tax relating to components of other comprehensive income	2,377	(8,852)	126.9%
Other comprehensive income	33,101	76,904	(57.0%)
<b>Total comprehensive income</b>	<b>269,025</b>	<b>361,386</b>	<b>(25.6%)</b>
<b>Comprehensive income, attributable to owners of parent</b>	<b>245,414</b>	<b>342,098</b>	<b>(28.3%)</b>
<b>Comprehensive income, attributable to non-controlling interests</b>	<b>23,611</b>	<b>19,288</b>	<b>22.4%</b>

Figures in thousand US\$

## FINANCIAL STATEMENTS

BALANCE SHEET - ASSETS	Mar-19	Dec-18	Chg. 19 / 18
<b>Assets</b>			
<b>Current assets</b>			
Cash and cash equivalents	1,421,386	1,713,803	(17.1%)
Other current financial assets	196,453	219,843	(10.6%)
Other current non-financial assets	268,927	164,240	63.7%
Trade and other receivables, current	2,028,528	1,970,882	2.9%
Trade and other current receivables	49,115	50,289	(2.3%)
Inventories	1,846,735	1,742,757	6.0%
Current biological assets	317,055	319,021	(0.6%)
Current tax assets	106,916	104,430	2.4%
<b>Total current assets other than assets or disposal groups classified as held for sale or as held for distribution to owners</b>	<b>6,235,115</b>	<b>6,285,265</b>	<b>(0.8%)</b>
Non-current assets or disposal groups classified as held for sale	17,424	18,439	(5.5%)
Non-current assets or disposal groups classified as held for sale or for distribution to owners	<b>17,424</b>	<b>18,439</b>	<b>(5.5%)</b>
<b>Total current assets</b>	<b>6,252,539</b>	<b>6,303,704</b>	<b>(0.8%)</b>
<b>Non-current assets</b>			
Other non-current financial assets	95,995	83,847	14.5%
Other non-current non-financial assets	157,622	153,225	2.9%
Non-current receivables to related parties	7,496	7,867	(4.7%)
Investments accounted for using equity method	1,194,757	1,156,742	3.3%
Intangible assets other than goodwill	1,057,907	1,047,549	1.0%
Goodwill	423,761	432,729	(2.1%)
Property, plant and equipment	11,406,041	10,553,211	8.1%
Non-current biological assets	3,366,164	3,336,339	0.9%
Investment property	41,536	40,583	2.3%
Deferred tax assets	379,284	343,080	10.6%
<b>Total non-current assets</b>	<b>18,156,545</b>	<b>17,183,571</b>	<b>5.7%</b>
<b>Total assets</b>	<b>24,409,084</b>	<b>23,487,275</b>	<b>3.9%</b>

Figures in the usand US\$

## FINANCIAL STATEMENTS

BALANCE SHEET - LIABILITIES AND EQUITY	Mar-19	Dec-18	Chg. 19 / 18
<b>Liabilities</b>			
<b>Current liabilities</b>			
Other current financial liabilities	1,259,764	1,144,023	10.1%
Trade and other current payables	1,786,542	1,744,426	2.4%
Other current payables to related parties	10,991	8,848	24.2%
Other short-term provisions	20,570	19,763	4.1%
Current tax liabilities	181,806	177,436	2.5%
Current provisions for employee benefits	11,380	11,155	2.0%
Other current financial liabilities	411,899	304,656	35.2%
<b>Total current liabilities</b>	<b>3,682,952</b>	<b>3,410,307</b>	<b>8.0%</b>
<b>Non-current payables</b>			
Other non-current financial liabilities	6,789,233	6,321,044	7.4%
Non-current payables	6,943	6,811	1.9%
Other long-term provisions	90,466	90,230	0.3%
Deferred tax liabilities	2,177,099	2,164,801	0.6%
Non-current provisions for employee benefits	113,072	111,463	1.4%
Other non-current non-financial liabilities	190,709	188,719	1.1%
<b>Total non-current liabilities</b>	<b>9,367,522</b>	<b>8,883,068</b>	<b>5.5%</b>
<b>Total liabilities</b>	<b>13,050,474</b>	<b>12,293,375</b>	<b>6.2%</b>
<b>Equity</b>			
Issued capital	686,114	686,114	0.0%
Retained earnings	11,334,178	11,202,802	1.2%
Other reserves	(1,155,656)	(1,179,787)	(2.0%)
<b>Equity attributable to owners of parent</b>	<b>10,864,636</b>	<b>10,709,129</b>	<b>1.5%</b>
Non-controlling interests	493,974	484,771	1.9%
<b>Total equity</b>	<b>11,358,610</b>	<b>11,193,900</b>	<b>1.5%</b>
<b>Total equity and liabilities</b>	<b>24,409,084</b>	<b>23,487,275</b>	<b>3.9%</b>

Figures in thousand US\$

## FINANCIAL STATEMENTS

STATEMENT OF CASH FLOWS	Mar-19	Mar-18	Chg. 19 / 18
<b>Statement of cash flows</b>			
<b>Cash flows from (used in) operating activities</b>			
<b>Classes of cash receipts from operating activities</b>			
Receipts from sales of goods and rendering of services	6,339,492	5,620,091	12.8%
Receipts from premiums and claims, annuities and other policy benefits	125	553	(77.4%)
Other cash receipts from operating activities	95,034	112,521	(15.5%)
Payments to suppliers for goods and services	(5,722,369)	(5,141,201)	(11.3%)
Payments to and on behalf of employees	(294,319)	(281,458)	(4.6%)
Payments for premiums and claims, annuities and other policy benefits	(5,096)	(3,782)	(34.7%)
Other cash payments from operating activities	(59,422)	(65,331)	9.0%
Dividends received	205	998	(79.5%)
Interest paid	(50,562)	(48,809)	(3.6%)
Interest received	10,526	6,940	51.7%
Income taxes refund (paid)	(51,036)	(16,009)	(218.8%)
Other inflows (outflows) of cash	186	(43,232)	100.4%
<b>Net cash flows from (used in) operating activities</b>	<b>262,764</b>	<b>141,281</b>	<b>86.0%</b>

Figures in thousand US\$

## FINANCIAL STATEMENTS

STATEMENT OF CASH FLOWS (continuation)	Mar-19	Mar-18	Chg. 19 / 18
<b>Cash flows from (used in) investing activities</b>			
Cash flows used in obtaining control of subsidiaries or other businesses	(150,824)	(505,923)	70.2%
Cash flows used in the purchase of non-controlling interests	(21,670)	(8)	(270775.0%)
Other cash receipts from sales of equity or debt instruments of other entities	0	0	
Other cash payments to acquire equity or debt instruments of other entities	0	0	
Other cash payments to acquire interests in joint ventures	0	0	
Loans to related parties	0	(127)	100.0%
Proceeds from sales of property, plant and equipment	50,437	3,254	1450.0%
Purchase of property, plant and equipment	(252,421)	(166,747)	(51.4%)
Purchase of intangible assets	(9,562)	(15,840)	39.6%
Proceeds from other long-term assets	1,815	421	331.1%
Purchase of other long-term assets	(73,859)	(70,276)	(5.1%)
Cash advances and loans made to other parties	(95)	(91)	(4.4%)
Cash receipts from repayment of advances and loans made to other parties	(62)	287	(121.6%)
Cash payments for future contracts, forward contracts, option contracts and swap contracts	0	(41,890)	100.0%
Cash receipts from future contracts, forward contracts, option contracts and swap contracts	0	0	
Cash receipts from related parties	0	68	(100.0%)
Dividends received	7,407	2,422	205.8%
Interest received	49	22	122.7%
Other inflows (outflows) of cash	28,554	50,753	(43.7%)
<b>Net cash flows from (used in) investing activities</b>	<b>(420,231)</b>	<b>(743,675)</b>	<b>43.5%</b>

Figures in thousand US\$

## FINANCIAL STATEMENTS

STATEMENT OF CASH FLOWS (continuation)	Mar-19	Mar-18	Chg. 19 / 18
<b>Cash flows from (used in) financing activities</b>			
Proceeds from issuing shares	8,230	0	
Proceeds from long term borrowings	7,000	937,215	(99.3%)
Proceeds from short term borrowings	254,499	164,945	54.3%
<b>Proceeds from borrowings</b>	<b>261,499</b>	<b>1,102,160</b>	<b>(76.3%)</b>
Loans from related parties	0	3,010	(100.0%)
Payments of borrowings	(333,726)	(326,506)	(2.2%)
Payments of finance lease liabilities	(27,006)	(1,027)	(2529.6%)
Loan payments to related parties	(900)	0	
Dividends paid	(19,285)	(9,384)	(105.5%)
Interest paid	(33,947)	(14,159)	(139.8%)
Income taxes refund (paid)	0	(455)	100.0%
Other inflows (outflows) of cash	(284)	(573)	50.4%
<b>Net cash flows from (used in) financing activities</b>	<b>(145,419)</b>	<b>753,066</b>	<b>(119.3%)</b>
<b>Net increase (decrease) in cash and cash equivalents before effect of exchange rate changes</b>	<b>(302,886)</b>	<b>150,672</b>	<b>(301.0%)</b>

## EXHIBIT

### Adjusted EBITDA Calculation

As from 1Q13, Empresas Copec presents an alternative calculation of EBITDA, denominated "adjusted EBITDA". The methodology, adopted by the subsidiary Arauco in 2012, better suits the IFRS definition of the indicator, and has the advantage of including the profits from associates. These may be especially relevant for Empresas Copec, given the importance some associates may acquire.

	1Q 19	4Q 18	1Q 18	1Q19 / 1Q18	Accum 19	Accum 18	Chg. 19 / 18
<b>Net Income</b>	236	162	284	(17.1%)	236	284	(17.1%)
(-) Financial Costs	(99)	(100)	(107)	(7.7%)	(99)	(107)	(7.7%)
(-) Financial Income	15	17	12	25.4%	15	12	25.4%
(-) Income Tax	(49)	(49)	(89)	(45.1%)	(49)	(89)	(45.1%)
(+) Depr & Amort	206	200	166	24.4%	206	166	24.4%
(+) Fair value cost of timber harvested	75	77	82	(8.6%)	75	82	(8.6%)
(-) Gain from changes in fair value of biological assets	37	6	30	25.0%	37	30	25.0%
(-) Exchange rate differences	10	(5)	7	40.1%	10	7	40.1%
(-) Others*	21	(7)	(7)	-	21	(7)	-
<b>Adjusted EBITDA</b>	<b>581</b>	<b>578</b>	<b>686</b>	<b>(15.3%)</b>	<b>581</b>	<b>686</b>	<b>(15.3%)</b>

\*4Q 18 includes US\$ 23 million due to the sale of real estate assets at Copec and Abastible, and US\$ 2.6 million due to provision of property, plant and equipment, as well as others, in Arauco.

\*4Q 18 includes US\$ 23 million due to wildfires, fines and provisions of fixed assets in Arauco, and US\$ 16 million due to the sale of real estate assets at Copec.

\*1Q 18 includes US\$ 7 million due to provision of wildfire loss and fixed assets.

Figures in US\$ million

Traditional calculated EBITDA (EBITDA 2018 Operating Income + Depreciation + Amortization + Fair value cost of timber harvested), and adjusted EBITDA may differ given the methodological differences.

