



EARNINGS RELEASE

1H19 - 2Q19

January 01, 2019 – June 30, 2019

SONDA S.A. and subsidiaries report their consolidated financial results for the period from January 01 to June 30, 2019. 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 June 30, 2019 (1 US\$ = 679.15 Chilean Pesos).

EXECUTIVE SUMMARY

SUMMARY: 1H19 - 2Q19

- **CONSOLIDATED REVENUES**
US\$599.3 million

- **OPERATING INCOME**
US\$35.8 million

- **EBITDA**
US\$64.5 million

- **NET INCOME**
US\$17.8 million

- **EBITDA MARGIN**
10.8%

- **NET MARGIN**
3.0%

SONDA totaled consolidated revenues of \$407,045 million (US\$599.3 million) in the first half of 2019. Operating Income reached \$24,329 million (US\$35.8 million) and EBITDA registered \$43,802 million (US\$64.5 million). Net Income attributable to owners totaled \$12,071 million (US\$17.8 million).

In constant currency, revenues increased by 8.8% and EBITDA increased by 13.9%.

Results by region:

Region	Revenues		EBITDA	
	Ch\$M	ΔY/Y	Ch\$M	ΔY/Y
Chile	186,032	7.3%	23,998	-0.3%
Brazil	118,666	9.1%	8,492	103.6%
Mexico	25,721	8.1%	2,533	169.5%
OPLA	76,626	23.6%	8,779	1.1%
Total	407,045	10.6%	43,802	15.7%

Current ratio was 1.4x, Financial Leverage ratio was 0.5x and Financial Expenses Coverage ratio was 5.2x, reflecting a solid financial position.

Highlights:

- Operations outside Chile totaled revenues of \$221,013 million (US\$325.4 million), which represents 54.3% of the consolidated revenues, and EBITDA of \$19,804 million (US\$29.2 million). In constant currency, revenues and EBITDA grew (YoY) by 13.2% and 39.5% respectively.
- In Brazil, in constant currency, revenues increased 10.9% and EBITDA increased 104.0%. Revenues in reporting currency reached \$118,666 million (US\$174.7 million), increasing 9.1% (YoY) and EBITDA reached \$8,492 million (US\$12.5 million), increasing by 103.6% (YoY).
- In Mexico, in constant currency, revenues decreased by 2.1% and EBITDA increased by 144.5%. Revenues in reporting currency reached \$25,721 million (US\$37.9 million), increasing by 8.1% (YoY) and EBITDA totaled \$2,533 million (US\$ 3.7 million), higher by 169.5%.
- In OPLA, in constant currency, revenues increased by 23.2% and EBITDA decreased by 2.8%. Revenues in reporting currency was \$76,626 million (US\$112.8 million), growing by 23.6% (YoY), and EBITDA \$8,779 million (US\$12.9 million), higher by 1.1% (YoY).
- In Chile, in constant currency, revenues increased 3.8% (YoY) and EBITDA decreased 0.8%. In reporting currency, revenues increased by 7.3% (YoY), totaling \$186,032 million (US\$273.9 million) and EBITDA was slightly lower, decreasing 0.3% (YoY), reaching \$23,998 million (US\$35.3 million).
- Net income attributable to the owners was higher by \$10,735 million (US\$15.8 million) compared to the first half of 2018, positively influenced by exchange rate effects.
- In the first half of 2019, deals closed totaled US\$624.4 million, higher by 8.7%. At regional level, Brazil contributed with 46.4% of business closed. The figures reached in Chile and Brazil highlighted, which were higher by 39.9% and 10.1% respectively (YoY).
- Pipeline of new opportunities amounted US\$3,475.0 million as of June 30, 2019. Brazil contributed with US\$1,534.4 million.

Figure 1 – Consolidated Financial Statement

Millions of Ch\$ (Ch\$M)				
Income Statement	jun-18	jun-19	Δ \$	Δ %
Revenues	367,899	407,045	39,147	10.6%
Cost of Sales	-307,510	-339,804	-32,293	10.5%
GROSS PROFIT	60,389	67,242	6,853	11.3%
Administration Expenses	-40,839	-42,913	-2,074	5.1%
OPERATING INCOME ⁽¹⁾	19,550	24,329	4,779	24.4%
Depreciation and Amortization	18,317	19,473	1,156	6.3%
EBITDA ⁽²⁾	37,867	43,802	5,935	15.7%
Other Income	1,231	2,293	1,062	86.3%
Other Expenses	-4,129	-5,828	-1,699	41.2%
PROFIT (LOSS) FROM OPERATING ACTIVITIES	16,652	20,794	4,143	24.9%
Financial Income	4,388	4,577	190	4.3%
Financial Expenses	-7,381	-8,416	-1,035	14.0%
Share of Profit (Loss) of Associates	78	-29	-107	-137.9%
Foreign Exchange Differences	29	-819	-848	-2914.3%
Income (Loss) for Indexed Assets and Liabilities	-117	-2,199	-2,082	-
NET INCOME BEFORE TAXES	13,648	13,909	260	1.9%
Income Tax Expense	-11,876	-1,175	10,701	-90.1%
NET INCOME FROM CONTINUING OPERATIONS	1,772	12,733	10,961	618.6%
Net Income Attributable to Minority Interest	436	662	226	51.9%
NET INCOME ATTRIBUTABLE TO OWNERS OF THE COMPANY	1,336	12,071	10,735	803.5%
Balance Sheet	dec-18	jun-19	Δ \$	Δ %
Cash and Cash Equivalents	49,393	52,424	3,032	6.1%
Other Current Financial Assets	16,078	20,004	3,927	24.4%
Trade Accounts Receivable and Other Receivables, Net	234,279	233,059	-1,221	-0.5%
Accounts Receivable from Related Companies	6,486	12,747	6,261	96.5%
Inventories	54,685	43,660	-11,025	-20.2%
Other Current Assets	52,148	42,679	-9,469	-18.2%
CURRENT ASSETS	413,069	404,572	-8,496	-2.1%
Intangibles Assets and Goodwill	249,061	253,203	4,142	1.7%
Property, Plant and Equipment, Net	122,792	145,721	22,929	18.7%
Other Non-currents Assets	112,846	119,896	7,050	6.2%
NON-CURRENT ASSETS	484,699	518,820	34,121	7.0%
ASSETS	897,768	923,392	25,625	2.9%
Other Current Financial Liabilities	113,290	129,868	16,578	14.6%
Other Liabilities	175,910	151,566	-24,344	-13.8%
CURRENT LIABILITIES	289,201	281,434	-7,766	-2.7%
Other Non-current Financial Liabilities	70,080	97,051	26,971	38.5%
Other Liabilities, Non-Current	39,660	44,649	4,989	12.6%
NON-CURRENT LIABILITIES	109,740	141,700	31,960	29.1%
LIABILITIES	398,941	423,134	24,193	6.1%
Minority Interest	4,039	4,338	299	7.4%
TOTAL SHAREHOLDERS' EQUITY ATTRIBUTABLE TO OWNERS OF THE COMPANY	494,788	495,920	1,132	0.2%
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	897,768	923,392	25,625	2.9%

⁽¹⁾ Operating Income = Gross Profit – Administration Expenses

⁽²⁾ EBITDA = Operating Income + Depreciation and Amortization

MANAGEMENT DISCUSSION AND ANALYSIS OF 1H19 AND 2Q19 CONSOLIDATED RESULTS

I. Consolidated Results for the first half of 2019 (1H19)

Revenues

Consolidated Revenues reached \$407,045 million (US\$599.3 million) in 1H19, higher by 10.6% (\$39,147 million / US\$57.6 million) compared to 1H18. Excluding currency translation effects, revenues would have increased 8.8%.

The main differences are the following:

- Revenues from Platforms business increased 23.2% (+\$34,312 million / +US\$50.5 million), reaching \$182,429 million (US\$268.6 million) in 1H19, mainly due to Brazil and Chile. In constant currency, the increase was 18.7% (\$27,671 million / US\$40.7 million).
- Revenues from IT Services business increased 0.5% (+\$959 million / +US\$1.4 million), reaching \$180,982 million (US\$266.5 million) in 1H19, originated in OPLA. In constant currency, revenues presented the same variation.
- Revenues from Applications business increased 9.7% (+\$3,875 million / +US\$5.7 million), reaching \$43,635 million (US\$64.2 million) in 1H19, mainly from Chile. In constant currency, the increase was 9.3% (\$3,691 million / US\$5.4 million).

In the first half of 2019, the revenue breakdown by business was 44.7% Platforms, 44.5% IT Services, and 10.8% Applications.

Figure 2 – Consolidated Revenues by Business Line

	jun-18 Ch\$M	jun-19 Ch\$M	Δ \$	Δ %	jun-19A Ch\$M	Δ \$ (a/a)	Δ % (a/a)
CONSOLIDATED REVENUES BY BUSINESS LINE							
Platforms	148,117	182,429	34,312	23.2%	175,787	27,671	18.7%
IT Services	180,023	180,982	959	0.5%	180,992	969	0.5%
Applications	39,759	43,635	3,875	9.7%	43,450	3,691	9.3%
Total	367,899	407,045	39,147	10.6%	400,230	32,331	8.8%
Breakdown							
Platforms	40.4%	44.7%			43.9%		
IT Services	48.9%	44.5%			45.2%		
Applications	10.7%	10.8%			10.9%		
Total	100%	100%			100%		

Note: jun-19A corresponds to revenues for the period 2019 in constant currency.

Cost of Sales and Selling, General and Administrative Expenses

Cost of sales amounted \$339,804 million (US\$500.3 million) in 1H19, registering an increase of 10.5% (YoY), in line with revenues variations.

Administration expenses were \$42,913 million (US\$63.2 million) in 1H19, higher by 5.1% (YoY), originated mainly in Chile.

Figure 3 – Income Statement

	jun-18 Ch\$M	jun-19 Ch\$M	Δ \$	Δ %	jun-19A Ch\$M	Δ \$ (a/a)	Δ % (a/a)
SUMMARY OF CONSOLIDATED INCOME STATEMENT							
Revenues	367,899	407,045	39,147	10.6%	400,230	32,331	8.8%
Cost of Sales	-307,510	-339,804	-32,293	10.5%	-333,996	-26,486	8.6%
GROSS PROFIT	60,389	67,242	6,853	11.3%	66,234	5,845	9.7%
Administration Expenses	-40,839	-42,913	-2,074	5.1%	-42,487	-1,648	4.0%
OPERATING INCOME ⁽¹⁾	19,550	24,329	4,779	24.4%	23,746	4,197	21.5%
EBITDA ⁽²⁾	37,867	43,802	5,935	15.7%	43,121	5,254	13.9%
NET INCOME ATTRIBUTABLE TO OWNERS	1,336	12,071	10,735	803.5%	9,906	8,570	641.4%
Financial Ratios							
Gross Margin	16.4%	16.5%			16.5%		
Operating Margin	5.3%	6.0%			5.9%		
EBITDA Margin	10.3%	10.8%			10.8%		
Net Margin	0.4%	3.0%			2.5%		

(1) Operating Income: Gross Profit – Administration Expenses

(2) EBITDA: Operating Income + Depreciation and Amortization

Note: jun-19A corresponds to revenues for the period 2019 in constant currency.

Operating Income and EBITDA

Operating Income amounted \$24,329 million (US\$35.8 million), higher by 24.4% (YoY). Gross Margin reached 16.5%, 10bp higher (YoY) and Operating margin reached 6.0%, higher by 70bp compared to 1H18. Excluding currency translation effects, Operating Income would have increased 21.5%.

EBITDA totaled \$43,802 million (US\$64.5 million) in 1H19, growing by 15.7% YoY. In constant currency, EBITDA increased by 13.9%.

The EBITDA Margin reached 10.8%, higher by 50 bp YoY.

Other Comprehensive Income / Losses (Excluding Administration Expenses)

In 1H19, Total Other comprehensive income / losses, excluding Administration expenses, registered a loss of \$10,421 million (US\$15.3 millions) as compared to the loss of \$5,902 million (US\$8.7 million) registered in 1H18. The main variations were: negative effects for Results for Units of Readjustment (\$2,082 million / US\$3.1 million, originated mainly in Argentina), increase of Other Expenses by function (\$1,699 million / US\$2.5 million), and Net Financial Costs (\$845 million / US\$1.2 million).

Net Income

The Net Income attributable to the Parent Company was \$12,071 million (US\$17.8 million) as of June 19, increasing by \$10,735 million (US\$15.8 million) compared to the first half of 2018, positively influenced by exchange rate effects .

Additionally, the results of the first half of 2019 included the effect of the adoption of IFRS 16, which produced a net loss of \$155 million (US\$0.2 million) in results.

II. Consolidated Results for the second quarter of 2019 (2Q19)

Revenues

Consolidated revenues totaled \$211,948 million (US\$312.1 million) in 2Q19, higher by 16.0% than in 2Q18 (+\$29,165 million / +US\$42.9 million). Excluding currency translation effects, revenues would have increased 13.6%.

The main differences are the following:

- Increase of 31.9% (+\$23,738 million / +US\$35.0 million) in revenues from the Platforms Business, totaling \$98,078 million (US\$144.4 million), mainly due to Chile, Brazil and OPLA. In constant currency, the increase was 27.4% (\$20,383 million / US\$30.0 million).
- Increase of 2.7% (+\$2,448 million / +US\$3.6 million) in the IT Services Business, reaching \$91,791 million (US\$135.2 million), mainly due to Brazil and OPLA. In constant currency, the increase was 1.9% (+\$1,706 million / +US\$ 2.5 million).
- Increase of 15.6% (+\$2,979 million / +US\$4.4 million) in the Applications Business, reaching \$22,078 million (US\$32.5 million), mainly from Chile and Brazil. In constant currency, the increase was 14.2% (+\$2,703 million / +US\$ 4.0 million).

The revenue breakdown by business line was 46.3% Platforms, 43.3% IT Services and 10.4% Applications.

Figure 4 – Consolidated Revenues by Business Line

	2Q18 Ch\$M	2Q19 Ch\$M	Δ \$	Δ %	2Q19A Ch\$M	Δ \$ (a/a)	Δ % (a/a)
CONSOLIDATED REVENUES BY BUSINESS LINE							
Platforms	74,341	98,078	23,738	31.9%	94,724	20,383	27.4%
IT Services	89,343	91,791	2,448	2.7%	91,048	1,706	1.9%
Applications	19,099	22,078	2,979	15.6%	21,802	2,703	14.2%
Total	182,783	211,948	29,165	16.0%	207,574	24,791	13.6%
Breakdown							
Platforms	40.7%	46.3%			45.6%		
IT Services	48.9%	43.3%			43.9%		
Applications	10.4%	10.4%			10.5%		
Total	100%	100%			100%		

Note: 2Q19A corresponds to revenues for the period 2019 in constant currency.

Cost of Sales and Selling, General and Administrative Expenses

Cost of sales amounted \$176,881 million (US\$260.4 million) in the second quarter of 2019, increasing by 16.8% (YoY) compared to the second quarter of 2018, and in line with revenues variations.

Administration expenses were \$22,269 million (US\$32.8 million) in the 2Q19, higher by 11.0% (YoY).

Figure 5 – Income Statement

	2Q18	2Q19	Δ \$	Δ %	2Q19A	Δ \$ (t/t)	Δ % (t/t)
SUMMARY OF CONSOLIDATED INCOME STATEMENT							
Revenues	182,783	211,947	29,165	16.0%	207,574	24,791	13.6%
Cost of Sales	-151,397	-176,881	-25,483	16.8%	-173,225	-21,827	14.4%
GROSS PROFIT	31,385	35,067	3,682	11.7%	34,349	2,964	9.4%
Administration Expenses	-20,068	-22,269	-2,201	11.0%	-21,825	-1,757	8.8%
OPERATING INCOME ⁽¹⁾	11,317	12,798	1,481	13.1%	12,524	1,207	10.7%
EBITDA ⁽²⁾	20,292	23,546	3,254	16.0%	23,094	2,802	13.8%
NET INCOME ATTRIBUTABLE TO OWNERS	-3,514	7,318	10,832	308.2%	6,386	9,900	281.7%
Financial Ratios							
Gross Margin	17.2%	16.5%			16.5%		
Operating Margin	6.2%	6.0%			6.0%		
EBITDA Margin	11.1%	11.1%			11.1%		
Net Margin	-1.9%	3.5%			3.1%		

(1) Operating Income: Gross Profit – Administration Expenses

(2) EBITDA: Operating Income + Depreciation and Amortization

Note: 2Q19A corresponds to results for the period 2019 in constant currency.

Operating Income and EBITDA

Operating Income reached \$12,798 million (US\$18.8 million), higher by 13.1% (YoY). Gross Margin was 16.5%, 70 bp lower (YoY), and Operating Margin was 6.0%, lower by 20 bp (YoY). In constant currency, the Operating Income was 10.7% higher.

EBITDA totaled \$23,546 million (US\$34.7 million), increasing 16.0% compared to the second quarter of 2018. In constant currency, EBITDA increased by 13.8%.

The EBITDA Margin reached 11.1%, remaining flat compared to the previous year.

Other Comprehensive Income / Losses (Excluding Administration Expenses)

Other comprehensive income/losses¹, excluding Administration expenses registered a loss of \$5,568 million (US\$8.2 million) in the second quarter of 2019, compared to the loss of \$2,976 million (US\$4.4 million) in the same period of 2018. The main variations were: a higher amount of Other Expenses (\$2,086 million/ US\$3.1 million), a loss in results of indexed units (\$1,288 million / US\$1.9 million) and higher Financial Costs (\$904 million/ US\$1.3 million).

Net Income

Net Income attributable to the owners of the company amounted \$7,318 million (US\$10.8 million), 308.2% higher than in the second quarter of 2018, influenced by positive effect over tax due to exchange rate fluctuations.

¹ Other Comprehensive Income/Losses = Financial Income + Financial Expenses + Share of Profit (Loss) of Associates + Foreign Exchange Differences + Income (Loss) for Indexed Assets and Liabilities + Other Income + Other Expenses.

Regional Results for the first half and second quarter of 2019 (1H19-2Q19)

Chile

Main changes between 1H19 and 1H18 are described below:

- Revenues totaled \$186,032 million (US\$273.9 million), showing an increase of 7.3% (YoY). Excluding currency translation effects revenues would have grown 3.8%. The increase is explained by the Platforms and Applications business (+10.8%, in constant currency +5.0%).
- Operating Income totaled \$16,689 million (US\$24.6 million / -4.3% YoY) and EBITDA totaled \$23,998 million (US\$35.3 million / -0.3% YoY), mainly explained by the wholesale business.
- Operating Margin reached 9.0%, and EBITDA Margin reached 12.9%, 110bp and 100bp lower than in 1H18, respectively.

Figure 6 – Business in Chile
1H18 – 1H19

	jun-18 Ch\$M	jun-19 Ch\$M	Δ \$	Δ %	jun-19A Ch\$M	Δ \$ (a/a)	Δ % (a/a)
SUMMARY OF RESULTS CHILE							
REVENUES	173,311	186,032	12,722	7.3%	179,930	6,620	3.8%
Platforms	101,858	112,856	10,998	10.8%	106,922	5,064	5.0%
IT Services	47,456	46,891	-565	-1.2%	46,723	-733	-1.5%
Applications	23,996	26,285	2,289	9.5%	26,285	2,289	9.5%
Cost of Sales	-135,421	-146,799	-11,378	8.4%	-141,137	-5,717	4.2%
GROSS PROFIT	37,890	39,233	1,343	3.5%	38,793	903	2.4%
Administration Expenses	-20,442	-22,544	-2,102	10.3%	-22,175	-1,732	8.5%
OPERATING INCOME ⁽¹⁾	17,448	16,689	-759	-4.3%	16,618	-829	-4.8%
EBITDA ⁽²⁾	24,075	23,998	-77	-0.3%	23,877	-197	-0.8%
Operating Margin	10.1%	9.0%			9.2%		
EBITDA Margin	13.9%	12.9%			13.3%		

(1) Operating Income: Gross Profit – Administration Expenses

(2) EBITDA: Operating Income + Depreciation and Amortization

Note: jun-19A corresponds to results for the period 2019 in constant currency.

Main changes between 2Q19 and 2Q18 are described below:

- Revenues totaled \$95,703 million (US\$140.9 million), showing an increase of 9.1% (YoY). In constant currency, revenues were higher by 5.6%. The increase is explained by higher revenues in all business lines: Platforms (+12.5%, in constant currency 6.7%), IT Services (+2.0%, in constant currency 1.5%) and Applications (9.0%, in constant currency 9.0%).
- Operating Income totaled \$8,204 million (US\$12.1 million / -3.9% YoY) and EBITDA totaled \$12,583 million (US\$18.5 million / +5.7% YoY).
- Operating Margin reached 8.6% and EBITDA Margin was 13.1%, 110bp and 50bp lower than in the same period of 2018, respectively.

Figure 7 – Business in Chile
2Q18 – 2Q19

	2Q18	2Q19	Δ \$	Δ %	2Q19A	Δ \$ (t/t)	Δ % (t/t)
	Ch\$M	Ch\$M			Ch\$M	0	0
SUMMARY OF RESULTS CHILE							
REVENUES	87,740	95,703	7,963	9.1%	92,651	4,911	5.6%
Platforms	51,146	57,522	6,376	12.5%	54,582	3,436	6.7%
IT Services	24,268	24,751	483	2.0%	24,639	372	1.5%
Applications	12,326	13,430	1,104	9.0%	13,430	1,104	9.0%
Cost of Sales	-68,701	-76,298	-7,597	11.1%	-73,487	-4,786	7.0%
GROSS PROFIT	19,039	19,405	366	1.9%	19,164	125	0.7%
Administration Expenses	-10,506	-11,201	-695	6.6%	-11,016	-510	4.9%
OPERATING INCOME ⁽¹⁾	8,533	8,204	-329	-3.9%	8,148	-385	-4.5%
EBITDA ⁽²⁾	11,909	12,583	674	5.7%	12,496	587	4.9%
Operating Margin	9.7%	8.6%			8.8%		
EBITDA Margin	13.6%	13.1%			13.5%		

(1) Operating Income: Gross Profit – Administration Expenses

(2) EBITDA: Operating Income + Depreciation and Amortization

Note: 2Q19A corresponds to revenues for the period 2019 in constant currency.

Brazil

Main changes between 1H19 and 1H18, are described below:

- In constant currency, revenues increased 10.9%, mainly due to higher revenues from Platforms business (+64.6%, in constant currency). In reporting currency, revenues reached \$118,666 million (US\$174.7 million), 9.1% higher than 1H18.
- Operating Income, in constant currency, increased 105.9% and EBITDA was 104.0% higher (YoY). In reporting currency, the Operating Income reached \$308 million (US\$0.5 million / +108.7% YoY) and EBITDA totaled \$8,492 million (US\$12.5 million / +103.6% YoY).
- Operating Margin was 0.3% and EBITDA Margin was 7.2%, higher by 350bp and 340bp than in 1H18, respectively.

Figure 8 – Business in Brazil
1H18 – 1H19

	jun-18	jun-19	Δ \$	Δ %	jun-19A	Δ \$ (a/a)	Δ % (a/a)
	Ch\$M	Ch\$M			Ch\$M		
SUMMARY OF RESULTS BRAZIL							
REVENUES	108,779	118,666	9,887	9.1%	120,606	11,827	10.9%
Platforms	18,564	30,527	11,963	64.4%	30,550	11,986	64.6%
IT Services	80,664	78,336	-2,328	-2.9%	80,059	-604	-0.7%
Applications	9,551	9,804	252	2.6%	9,997	446	4.7%
Cost of Sales	-101,421	-105,527	-4,106	4.0%	-107,348	-5,927	5.8%
GROSS PROFIT	7,358	13,139	5,781	78.6%	13,258	5,900	80.2%
Administration Expenses	-10,887	-12,831	-1,944	17.9%	-13,051	-2,164	19.9%
OPERATING INCOME ⁽¹⁾	-3,530	308	3,837	108.7%	207	3,736	105.9%
EBITDA ⁽²⁾	4,170	8,492	4,322	103.6%	8,508	4,338	104.0%
Operating Margin	-3.2%	0.3%			0.2%		
EBITDA Margin	3.8%	7.2%			7.1%		

(1) Operating Income: Gross Profit – Administration Expenses

(2) EBITDA: Operating Income + Depreciation and Amortization

Note: jun-19A corresponds to results for the period 2019 in constant currency.

Main changes between 2Q19 and 2Q18 are described below:

- Revenues in constant currency increased by 20.6%, mainly explained by higher revenues from Platforms and IT Services. In reporting currency, revenues reached \$62,577 million (US\$92.1 million), 21.9% higher compared to 2Q18.

- In constant currency, Operating Income and EBITDA were 156.8% and 78.6% higher (YoY), respectively. Operating Income in reporting currency was positive in \$616 million (US\$0.9 million / + 168.1% YoY) and EBITDA was \$4.927 million (US\$7.3 million / +84.7% YoY).
- Operating Margin was 1.0% and EBITDA Margin reached 7.9%, higher by 280bp and 270bp, compared to the second quarter of 2018, respectively.

Figure 9 – Business in Brazil
2Q18 – 2Q19

	2Q18 Ch\$M	2Q19 Ch\$M	Δ \$	Δ %	2Q19A Ch\$M	Δ \$ (t/t)	Δ % (t/t)
SUMMARY OF RESULTS BRAZIL							
REVENUES	51,336	62,577	11,241	21.9%	61,907	10,571	20.6%
Platforms	10,106	18,457	8,350	82.6%	17,928	7,821	77.4%
IT Services	37,588	39,447	1,859	4.9%	39,362	1,775	4.7%
Applications	3,642	4,674	1,032	28.3%	4,617	975	26.8%
Cost of Sales	-47,369	-55,484	-8,114	17.1%	-54,984	-7,615	16.1%
GROSS PROFIT	3,967	7,094	3,127	78.8%	6,922	2,955	74.5%
Administration Expenses	-4,871	-6,478	-1,607	33.0%	-6,409	-1,537	31.6%
OPERATING INCOME ⁽¹⁾	-904	616	1,520	168.1%	514	1,418	156.8%
EBITDA ⁽²⁾	2,667	4,927	2,260	84.7%	4,763	2,095	78.6%
Operating Margin	-1.8%	1.0%			0.8%		
EBITDA Margin	5.2%	7.9%			7.7%		

(1) Operating Income: Gross Profit – Administration Expenses

(2) EBITDA: Operating Income + Depreciation and Amortization

Note: 2Q19A corresponds to revenues for the period 2019 in constant currency.

Mexico

Main changes between 1H19 and 1H18 are described below:

- In constant currency, revenues decreased 2.1% (YoY), mainly explained by the IT Services Business (-25.6% in constant currency). Revenues in reporting currency were 8.1% higher than the 1H18, reaching \$25,721 million (US\$37.9 million).
- Operating Income in reporting currency amounted \$1,436 million (US\$2.1 million) and EBITDA totaled \$2,533 million (US\$3.7 million), representing an increase of 400.1% and 169.5% (YoY), respectively. The latter is a consequence of higher revenues from the Platform business and lower expenses for bad debt provisions. Excluding currency translation effects, Operating Income and EBITDA would have increased 354.6% and 144.5%, respectively (YoY).
- Operating and EBITDA Margin were 5.6% and 9.8%, respectively. Both higher by 440bp and 590pb, respectively, compared to 1H18.

Figure 10 – Business in Mexico
1H18 – 1H19

	jun-18 Ch\$M	jun-19 Ch\$M	Δ \$	Δ %	jun-19A Ch\$M	Δ \$ (a/a)	Δ % (a/a)
SUMMARY OF RESULTS MEXICO							
REVENUES	23,793	25,721	1,928	8.1%	23,299	-494	-2.1%
Platforms	8,069	11,537	3,468	43.0%	10,441	2,372	29.4%
IT Services	12,911	10,607	-2,304	-17.8%	9,605	-3,306	-25.6%
Applications	2,813	3,577	764	27.2%	3,253	441	15.7%
Cost of Sales	-19,893	-22,888	-2,995	15.1%	-20,725	-831	4.2%
GROSS PROFIT	3,900	2,832	-1,067	-27.4%	2,575	-1,325	-34.0%
Administration Expenses	-3,612	-1,396	2,216	-61.3%	-1,269	2,343	-64.9%
OPERATING INCOME ⁽¹⁾	287	1,436	1,149	400.1%	1,305	1,018	354.6%
EBITDA ⁽²⁾	940	2,533	1,593	169.5%	2,298	1,358	144.5%
Operating Margin	1.2%	5.6%			5.6%		
EBITDA Margin	3.9%	9.8%			9.9%		

(1) Operating Income: Gross Profit – Administration Expenses

(2) EBITDA: Operating Income + Depreciation and Amortization

Note: jun-19A corresponds to results for the period 2019 in constant currency.

Main changes between 2Q19 and 2Q18 are described below:

- In reporting currency, revenues increased by 6.4% compared to the 2Q18, totaling \$11,503 million (US\$16.9 million). In constant currency, revenues decreased 3.6% (YoY) due to the IT Services Business.
- In reporting currency, Operating Income amounted \$48 million (US\$0.1 million), 54.3% lower than in 2Q18 and EBITDA totaled \$613 million (US\$0.9 million), 47.1% higher than in 2Q18. In constant currency, Operating Income decreased 58.1% and EBITDA increased 32.4% compared to the second quarter of 2018.
- Operating Margin reached 0.4% and EBITDA Margin was 5.3%, lower by 60bp and higher by 140bp, respectively, compared to 2Q18.

Figure 11 – Business in Mexico
2Q18 – 2Q19

	2Q18 Ch\$M	2Q19 Ch\$M	Δ \$	Δ %	2Q19A Ch\$M	Δ \$ (t/t)	Δ % (t/t)
SUMMARY OF RESULTS MEXICO							
REVENUES	10,814	11,503	689	6.4%	10,429	-385	-3.6%
Platforms	2,577	4,160	1,583	61.4%	3,782	1,205	46.7%
IT Services	6,854	5,431	-1,424	-20.8%	4,933	-1,921	-28.0%
Applications	1,383	1,912	530	38.3%	1,714	331	24.0%
Cost of Sales	-9,014	-9,970	-956	10.6%	-9,041	-27	0.3%
GROSS PROFIT	1,800	1,533	-267	-14.9%	1,388	-412	-22.9%
Administration Expenses	-1,695	-1,485	210	-12.4%	-1,344	351	-20.7%
OPERATING INCOME ⁽¹⁾	105	48	-57	-54.3%	44	-61	-58.1%
EBITDA ⁽²⁾	416	613	196	47.1%	551	135	32.4%
Operating Margin	1.0%	0.4%			0.4%		
EBITDA Margin	3.9%	5.3%			5.3%		

(1) Operating Income: Gross Profit – Administration Expenses

(2) EBITDA: Operating Income + Depreciation and Amortization

Note: 2Q19A corresponds to revenues for the period 2019 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 1H19 and 1H18 are described below:

- In constant currency, revenues increased 23.2% compared to 1H18, mainly explained by the Platforms business (+42.0%) and IT Services (+14.4%). In reporting currency, revenues increased 23.6% YoY, reaching \$76,626 million (US\$ 112.8).

- Operating Income in constant currency increased 5.1% and EBITDA decreased 2.8%. In reporting currency, the Operating Income amounted \$5,896 million (US\$8.7 million) and EBITDA \$8,779 million (US\$12.9 million) increasing 10.3% and 1.1% (YoY), respectively.
- Operating and EBITDA Margin reached 7.7% and 11.5%, respectively. The latter represented a decrease of 90bp and 250bp compared to same period of previous year, respectively.

Figure 12 – Business in OPLA
1H18 – 1H19

	jun-18 Ch\$M	jun-19 Ch\$M	Δ \$	Δ %	jun-19A Ch\$M	Δ \$ (a/a)	Δ % (a/a)
SUMMARY OF RESULTS OPLA							
REVENUES	62,016	76,626	14,610	23.6%	76,394	14,378	23.2%
Platforms	19,626	27,509	7,884	40.2%	27,874	8,249	42.0%
IT Services	38,992	45,148	6,156	15.8%	44,605	5,613	14.4%
Applications	3,399	3,969	570	16.8%	3,915	516	15.2%
Cost of Sales	-50,775	-64,590	-13,815	27.2%	-64,786	-14,011	27.6%
GROSS PROFIT	11,241	12,037	796	7.1%	11,608	367	3.3%
Administration Expenses	-5,897	-6,141	-244	4.1%	-5,992	-95	1.6%
OPERATING INCOME ⁽¹⁾	5,345	5,896	552	10.3%	5,616	271	5.1%
EBITDA ⁽²⁾	8,682	8,779	97	1.1%	8,438	-245	-2.8%
Operating Margin	8.6%	7.7%			7.4%		
EBITDA Margin	14.0%	11.5%			11.0%		

(1) Operating Income: Gross Profit – Administration Expenses

(2) EBITDA: Operating Income + Depreciation and Amortization

Note: jun-19A corresponds to results for the period 2019 in constant currency.

Main changes in OPLA (which includes Argentina, Colombia, Costa Rica, Ecuador, Peru, Panama and Uruguay) between 2Q19 and 2Q18 are described below:

- In constant currency, revenues increased 29.5% (YoY). Revenues in reporting currency increased 28.2% (YoY), reaching \$42,164 million (US\$62.1 million) in the second quarter of 2019.
- In constant currency, Operating Income increased by 6.6% and EBITDA decreased by 0.3%. In reporting currency, the Operating Income totaled \$3,930 million (US\$5.8 million) and EBITDA \$5,423 million (US\$8.0 million), growing by 9.7% and 2.3% (YoY), respectively.
- Operating Margin reached 9.3% and EBITDA Margin was 12.9%, lower than the second quarter of 2018 by 160 bp and 320bp, respectively.

Figure 13 – Business in OPLA
2Q18 – 2Q19

	2Q18 Ch\$M	2Q19 Ch\$M	Δ \$	Δ %	2Q19A Ch\$M	Δ \$ (t/t)	Δ % (t/t)
SUMMARY OF RESULTS OPLA							
REVENUES	32,892	42,164	9,272	28.2%	42,587	9,694	29.5%
Platforms	10,511	17,939	7,428	70.7%	18,432	7,921	75.4%
IT Services	21,343	22,163	820	3.8%	22,113	770	3.6%
Applications	1,039	2,062	1,024	98.6%	2,041	1,003	96.5%
Cost of Sales	-26,313	-35,129	-8,816	33.5%	-35,711	-9,398	35.7%
GROSS PROFIT	6,579	7,036	456	6.9%	6,875	296	4.5%
Administration Expenses	-2,996	-3,105	-109	3.6%	-3,057	-60	2.0%
OPERATING INCOME ⁽¹⁾	3,583	3,930	347	9.7%	3,819	236	6.6%
EBITDA ⁽²⁾	5,299	5,423	124	2.3%	5,283	-16	-0.3%
Operating Margin	10.9%	9.3%			9.0%		
EBITDA Margin	16.1%	12.9%			12.4%		

(1) Operating Income: Gross Profit – Administration Expenses

(2) EBITDA: Operating Income + Depreciation and Amortization

Note: 2Q19A corresponds to revenues for the period 2019 in constant currency.

Figure 14 – Regional Summary

Regional Summary	jun-18 Ch\$M	jun-19 Ch\$M	Δ \$	Δ %	jun-19A Ch\$M	Δ \$ (a/a)	Δ % (a/a)
CHILE							
REVENUES	173,311	186,032	12,722	7.3%	179,930	6,620	3.8%
Platforms	101,858	112,856	10,998	10.8%	106,922	5,064	5.0%
IT Services	47,456	46,891	-565	-1.2%	46,723	-733	-1.5%
Applications	23,996	26,285	2,289	9.5%	26,285	2,289	9.5%
Cost of Sales	-135,421	-146,799	-11,378	8.4%	-141,137	-5,717	4.2%
GROSS PROFIT	37,890	39,233	1,343	3.5%	38,793	903	2.4%
Administration Expenses	-20,442	-22,544	-2,102	10.3%	-22,175	-1,732	8.5%
OPERATING INCOME ⁽¹⁾	17,448	16,689	-759	-4.3%	16,618	-829	-4.8%
EBITDA ⁽²⁾	24,075	23,998	-77	-0.3%	23,877	-197	-0.8%
Operating Margin	10.1%	9.0%			9.2%		
EBITDA Margin	13.9%	12.9%			13.3%		
BRAZIL							
REVENUES	108,779	118,666	9,887	9.1%	120,606	11,827	10.9%
Platforms	18,564	30,527	11,963	64.4%	30,550	11,986	64.6%
IT Services	80,664	78,336	-2,328	-2.9%	80,059	-604	-0.7%
Applications	9,551	9,804	252	2.6%	9,997	446	4.7%
Cost of Sales	-101,421	-105,527	-4,106	4.0%	-107,348	-5,927	5.8%
GROSS PROFIT	7,358	13,139	5,781	78.6%	13,258	5,900	80.2%
Administration Expenses	-10,887	-12,831	-1,944	17.9%	-13,051	-2,164	19.9%
OPERATING INCOME ⁽¹⁾	-3,530	308	3,837	108.7%	207	3,736	105.9%
EBITDA ⁽²⁾	4,170	8,492	4,322	103.6%	8,508	4,338	104.0%
Operating Margin	-3.2%	0.3%			0.2%		
EBITDA Margin	3.8%	7.2%			7.1%		
MEXICO							
REVENUES	23,793	25,721	1,928	8.1%	23,299	-494	-2.1%
Platforms	8,069	11,537	3,468	43.0%	10,441	2,372	29.4%
IT Services	12,911	10,607	-2,304	-17.8%	9,605	-3,306	-25.6%
Applications	2,813	3,577	764	27.2%	3,253	441	15.7%
Cost of Sales	-19,893	-22,888	-2,995	15.1%	-20,725	-831	4.2%
GROSS PROFIT	3,900	2,832	-1,067	-27.4%	2,575	-1,325	-34.0%
Administration Expenses	-3,612	-1,396	2,216	-61.3%	-1,269	2,343	-64.9%
OPERATING INCOME ⁽¹⁾	287	1,436	1,149	400.1%	1,305	1,018	354.6%
EBITDA ⁽²⁾	940	2,533	1,593	169.5%	2,298	1,358	144.5%
Operating Margin	1.2%	5.6%			5.6%		
EBITDA Margin	3.9%	9.8%			9.9%		
OPLA							
REVENUES	62,016	76,627	14,610	23.6%	76,394	14,378	23.2%
Platforms	19,626	27,509	7,884	40.2%	27,874	8,249	42.0%
IT Services	38,992	45,148	6,156	15.8%	44,605	5,613	14.4%
Applications	3,399	3,969	570	16.8%	3,915	516	15.2%
Cost of Sales	-50,775	-64,590	-13,815	27.2%	-64,786	-14,011	27.6%
GROSS PROFIT	11,241	12,037	796	7.1%	11,608	367	3.3%
Administration Expenses	-5,897	-6,141	-244	4.1%	-5,992	-95	1.6%
OPERATING INCOME ⁽¹⁾	5,345	5,896	552	10.3%	5,616	271	5.1%
EBITDA ⁽²⁾	8,682	8,779	97	1.1%	8,438	-245	-2.8%
Operating Margin	8.6%	7.7%			7.4%		
EBITDA Margin	14.0%	11.5%			11.0%		

(1) Operating Income: Gross Profit – Administration Expenses

(2) EBITDA: Operating Income + Depreciation and Amortization

Figure 15 – Regional Summary 2Q18-2Q19

Regional Summary	2Q18 Ch\$M	2Q19 Ch\$M	Δ \$	Δ %	2Q19A Ch\$M	Δ \$ (t/t)	Δ % (t/t)
CHILE							
REVENUES	87,740	95,703	7,963	9.1%	92,651	4,911	5.6%
Platforms	51,146	57,522	6,376	12.5%	54,582	3,436	6.7%
IT Services	24,268	24,751	483	2.0%	24,639	372	1.5%
Applications	12,326	13,430	1,104	9.0%	13,430	1,104	9.0%
Cost of Sales	-68,701	-76,298	-7,597	11.1%	-73,487	-4,786	7.0%
GROSS PROFIT	19,039	19,405	366	1.9%	19,164	125	0.7%
Administration Expenses	-10,506	-11,201	-695	6.6%	-11,016	-510	4.9%
OPERATING INCOME ⁽¹⁾	8,533	8,204	-329	-3.9%	8,148	-385	-4.5%
EBITDA ⁽²⁾	11,909	12,583	674	5.7%	12,496	587	4.9%
Operating Margin	9.7%	8.6%			8.8%		
EBITDA Margin	13.6%	13.1%			13.5%		
BRAZIL							
REVENUES	51,336	62,578	11,241	21.9%	61,907	10,571	20.6%
Platforms	10,106	18,457	8,350	82.6%	17,928	7,821	77.4%
IT Services	37,588	39,447	1,859	4.9%	39,362	1,775	4.7%
Applications	3,642	4,674	1,032	28.3%	4,617	975	26.8%
Cost of Sales	-47,369	-55,484	-8,114	17.1%	-54,984	-7,615	16.1%
GROSS PROFIT	3,967	7,094	3,127	78.8%	6,922	2,955	74.5%
Administration Expenses	-4,871	-6,478	-1,607	33.0%	-6,409	-1,537	31.6%
OPERATING INCOME ⁽¹⁾	-904	616	1,520	168.1%	514	1,418	156.8%
EBITDA ⁽²⁾	2,667	4,927	2,260	84.7%	4,763	2,095	78.6%
Operating Margin	-1.8%	1.0%			0.8%		
EBITDA Margin	5.2%	7.9%			7.7%		
MEXICO							
REVENUES	10,814	11,503	689	6.4%	12,870	-385	-3.6%
Platforms	2,577	4,160	1,583	61.4%	3,782	1,205	46.7%
IT Services	6,854	5,431	-1,424	-20.8%	4,933	-1,921	-28.0%
Applications	1,383	1,912	530	38.3%	1,714	331	24.0%
Cost of Sales	-9,014	-9,970	-956	10.6%	-9,041	-27	0.3%
GROSS PROFIT	1,800	1,533	-267	-14.9%	1,388	-412	-22.9%
Administration Expenses	-1,695	-1,485	210	-12.4%	-1,344	351	-20.7%
OPERATING INCOME ⁽¹⁾	105	48	-57	-54.3%	44	-61	-58.1%
EBITDA ⁽²⁾	416	613	196	47.1%	551	135	32.4%
Operating Margin	1.0%	0.4%			0.4%		
EBITDA Margin	3.9%	5.3%			5.3%		
OPLA							
REVENUES	32,892	42,164	9,272	28.2%	42,587	9,694	29.5%
Platforms	10,511	17,939	7,428	70.7%	18,432	7,921	75.4%
IT Services	21,343	22,163	820	3.8%	22,113	770	3.6%
Applications	1,039	2,062	1,024	98.6%	2,041	1,003	96.5%
Cost of Sales	-26,313	-35,129	-8,816	33.5%	-35,711	-9,398	35.7%
GROSS PROFIT	6,579	7,036	456	6.9%	6,875	296	4.5%
Administration Expenses	-2,996	-3,105	-109	3.6%	-3,057	-60	2.0%
OPERATING INCOME ⁽¹⁾	3,583	3,930	347	9.7%	3,819	236	6.6%
EBITDA ⁽²⁾	5,299	5,423	124	2.3%	5,283	-16	-0.3%
Operating Margin	10.9%	9.3%			9.0%		
EBITDA Margin	16.1%	12.9%			12.4%		

(1) Operating Income: Gross Profit – Administration Expenses

(2) EBITDA: Operating Income + Depreciation and Amortization

Note: 2Q19A corresponds to revenues for the period 2019 in constant currency.

ANALYSIS OF CONSOLIDATED BALANCE SHEET

Assets

As of June 30, 2019, Total Assets amounted \$923,392 million (US\$1,359.6 million), increasing by 2.9% compared to December 2018. Main variations are:

Increase in:

- Property, Plant and Equipment by \$22,929 million (US\$33.8 million), whose balance as of June 30, 2019 was \$145,721 million (US\$214.6 million), mainly explained by the IFRS 16 (\$20,800 million / US\$ 30.6 million).
- Non-Current Accounts Receivable by \$6,420 million (US\$9.5 million), whose balance as of June 30, 2019 was \$57,848 million (US\$85.2 million), originated in Brazil and Argentina, and associated with leasing contracts and trade receivables.

Decrease in:

- Other Current Non-Financial Assets by \$2,624 million (US\$3.9 million), whose balance as of June 30, 2019 was \$17,363 million (US\$25.6 million), mainly due to advance payments.

Liabilities

Liabilities totaled \$423,134 million (US\$623.0 million) as of Jun-19, increasing by 6.1% compared to Dec-18. Main variations are:

Increase in:

- Other Current and Non-Current Financial Liabilities by \$43,549 million (US\$64.1 million), whose balance as of June 30, 2019 was \$129,868 million (US\$191.2 million) of Current and \$97,051 million (US\$142.9 million) of Non-Current, due to an increase in bank loans (\$22,579 million / US\$33.2 million) and the IFRS16 (\$20,970 million / US\$30.9 million).

Decrease in:

- Current Tax Liabilities by \$17,123 million (US\$25.2 million), whose balance as of June 30, 2019 was \$5,102 million (US\$7.5 million), originated mainly in Chile.

Shareholder's Equity

Consolidated shareholders' equity attributable to owners amounted \$495,920 million (US\$730.2 million) as of June 19, increasing 0.2% compared to December 2018 (\$1,132 million / US\$1.7 million). The main variations are explained by the results of the period, net of dividends, and by negative effects in the Reserve of Exchange Difference translations (\$7,248 million / US\$10.7 million), among others.

Figure 9 – Financial Ratios Summary

Financial Ratios		jun-18	jun-19	Δ	dec-18	Δ
				jun-19 / jun-18		jun-19 / dec-18
LIQUIDITY						
Current Ratio (Current Assets / Current Liabilities)	(times)	1.8	1.4	-18.4%	1.4	0.6%
Quick Ratio ((Current Assets - Inventories) / Current Liabilities)	(times)	1.5	1.3	-16.6%	1.2	3.5%
Working Capital (Current Assets - Current Liabilities)	(Ch M\$)	151,391	123,138	-18.7%	123,868	-0.6%
INDEBTEDNESS						
Leverage ((Current Liabilities + Non-current Liabilities) / Equity)	(times)	0.7	0.8	23.6%	0.8	5.8%
Financial Leverage ((Other Current Financial Liabilities + Other Non-current Financial Liabilities) / Equity)	(times)	0.3	0.5	30.3%	0.4	23.4%
Short-Term Debt (Current Liabilities / Total Liabilities)	(times)	0.6	0.7	7.9%	0.7	-8.2%
Long-Term Debt (Non-Current Liabilities / Total Liabilities)	(times)	0.4	0.3	-12.8%	0.3	21.7%
Financial-Expenses-Coverage Ratio (EBITDA / Financial Expenses)	(times)	5.1	5.2	1.4%	6.4	-19.3%
Financial Debt to EBITDA Ratio ((Current Liabilities + Non-current Liabilities) / EBITDA ^{1,2})	(times)	2.2	2.6	19.6%	2.0	29.0%
Net Financial Debt to EBITDA Ratio ((Current Liabilities + Non-current Liabilities - Cash and Cash Equivalents - Other Current Financial Assets) / EBITDA ^{1,2})	(times)	1.4	1.8	27.6%	1.3	36.6%
PROFITABILITY						
ROE (Net Income attrib.to Owners ² / Equity attrib.to Owners ³)	%	0.6%	4.9%	430 pb	2.2%	270 pb
ROA (Net Income attrib.to Owners ² / Equity attrib.to Owners ³)	%	0.3%	2.7%	240 pb	1.2%	150 pb
Earnings per Share (Net Income attrib.to Owners of Comp. / Total Shares ⁴)	(Ch\$)	3.1	27.7	803.5%	12.3	125.9%
Dividend Yield (Dividends Paid ⁵ / Closing Market Stock Price)	%	3.4%	0.6%	-280 pb	0.6%	0 pb

1 EBITDA = Operating Income + Depreciation and Amortization

2 Annual Base

3 Calculated as an average:

- jun-19: average between jun-19 and dec-18

- jun-18: average between jun-18 and dec-17

- dec-18: average between dec-18 y dec-17

4 Numbers of shares considered:

- jun-19 = 871.057.175

- jun-18 = 871.057.175

- dec-18 = 871.057.175

5 Last 12 months

Statements of Cash Flow

Cash and Cash Equivalents reached \$52,424 million (US\$77.2 million) as of June 30, 2019 compared to \$43,796 million (US\$64.5 million) as of June 30, 2018.

Net cash flow from operating activities totaled \$17,286 million in the 1H19 (US\$25.5 million), lower than the \$23,799 million (US\$35.0 million) generated in 1H18.

The net cash flow used in investment activities during 1H19 was \$19,916 million (US\$29.3 million).

Capital Expenditures (CAPEX) totaled \$19,715 million (US\$29.0 million) during 1H19 and included \$10,347 million (US\$15.2 million) invested in the purchase of fixed assets for internal use, contracts with customers and construction of the new Data Center in Chile, \$7,598 million (US\$11.2 million) in permanent investments, and \$1,770 million (US\$2.6 million) in intangibles.

The net cash flow from financing activities reached \$5,734 million (US\$8.4 million), compared to the \$37,210 million (US\$54.8 million) used in 1H18, a variation associated with a higher dividend payment in the previous period, and higher net bank loans in 2019

Figure 10 – Statements of Cash Flow

	jun-18 Ch\$M	jun-19 Ch\$M	Δ \$	Δ %
Statements of Cash Flow				
Net Cash Flows from (used in) Operating Activities	23,799	17,286	(6,513)	-27.4%
Net Cash Flows from (used in) Investing Activities	16,657	(19,916)	(36,574)	-219.6%
Net Cash Flows from (used in) Financing Activities	(37,210)	5,734	42,944	115.4%
NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS BEFORE EFFECT OF EXCHANGE RATES	3,246	3,104	(142)	-4.4%
Effect of Exchange Rate changes on Cash and Cash Equivalents	(295)	(73)	223	75.4%
NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS	2,951	3,032	81	2.7%
Cash and Cash Equivalents at beginning of period	40,845	49,393	8,548	20.9%
CASH AND CASH EQUIVALENTS AT END OF PERIOD	43,796	52,424	8,628	19.7%