



# CORPORATE PRESENTATION

June 2017

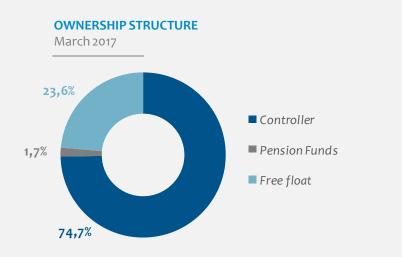
# **BACKGROUND** review

AntarChile was organized in 1989, to be a holding company of the Angelini Group, who controls the company by owning 74.36% of its share capital.

Its main investment is the shareholding interest of 60.82% of Empresas Copec, which grants AntarChile control thereof and represents approximately 92.1% of its consolidated assets. Empresas Copec is counted among the most important and of highest market capitalization companies in Chile.

#### As of March, 2016, AntarChile's asset portfolio amounts to US\$ 22 billion.

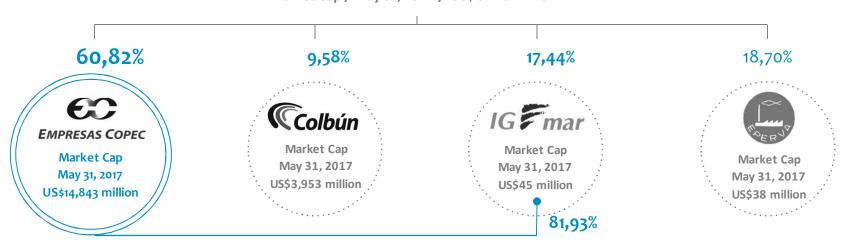
AntarChile's investment policy is implemented through Empresas Copec, comprising a variety of business areas where the main investments segments are forestry and fuel distribution.



MAIN investments



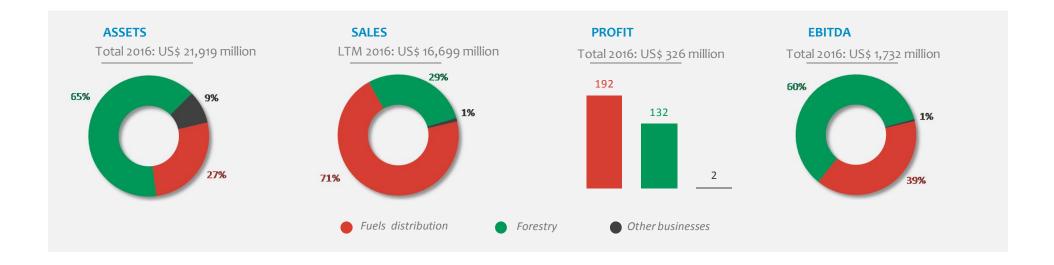
Market Cap / May 31, 2017 / US\$ 5.770 million



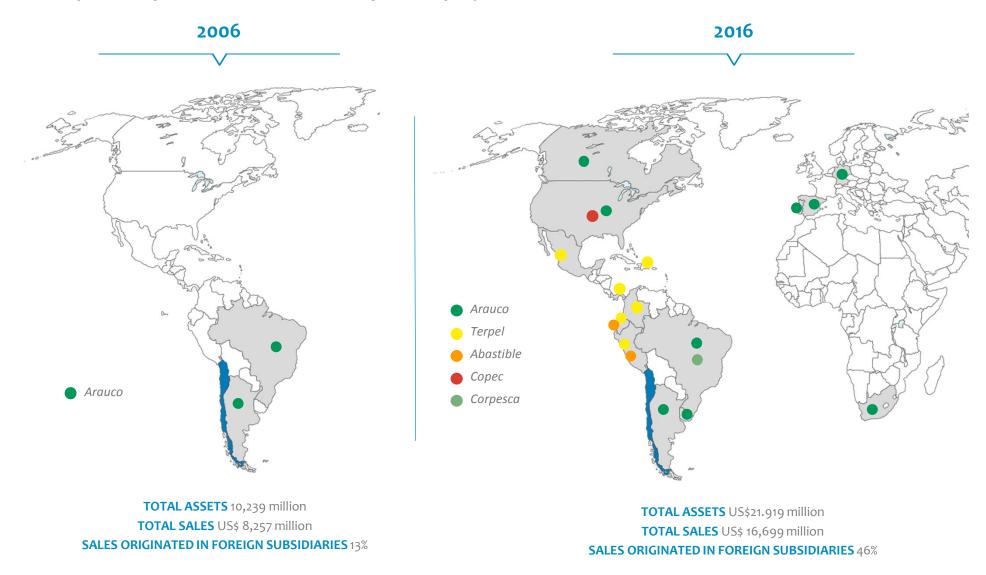
# ANTARCHILE at a glance



#### **FUELS DISTRIBUTION FORESTRY OTHER BUSINESSES** ORIZON IG = mar ALXAR COPEC ARAUCO. **DURAGAS** terpel' PULP **abastible SOLGAS Sonacoi FORESTRY** goldenomega CORPESCA S.A. PANELS **SAWNTIMBER MAPCO** invierno Selecta Inversiones del Nordeste **ENERGY**



# Empresas Copec has evolved from an export company to a multinational firm

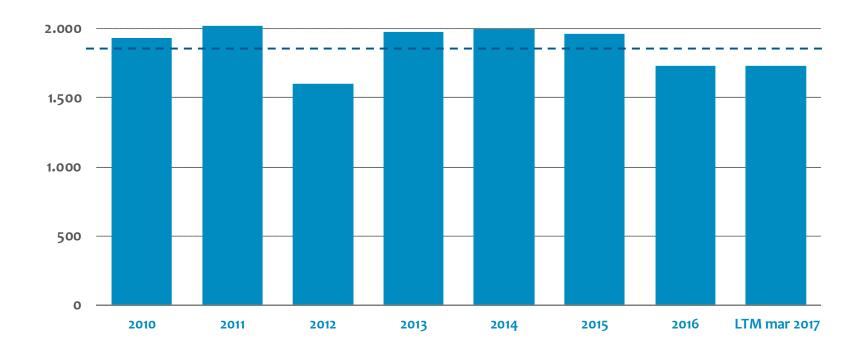




The average of AntarChile's Ebitda of the last 7 years is around US\$ 1.800 million

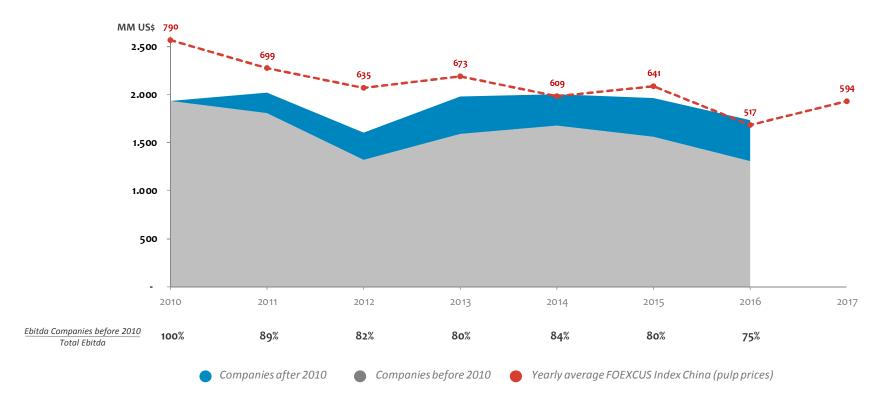
MM US\$

2.500





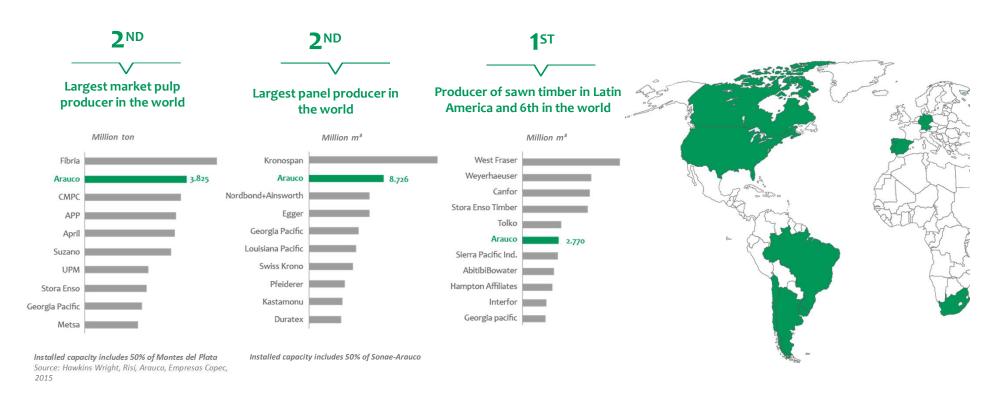
# As of 2016, Ebitda of the companies acquired after 2010 represents 25% of AntarChile's total Ebitda



Ebitda of the companies that existed before 2010 has decreased approximately by 30%. This is explained, fundamentally, by a reduction in Ebtida of the forestry sector due a drop in pulp prices. Between 2010 and 2016 pulp prices fell off around US\$ 273.

# Arauco is one of the main players in all of the markets in which it participates





# **COMPETITIVE ADVANTAGES**

Largest owner of forestry land in the Southern cone (1 m hectares).

Location of forests allows fast growth rate and short harvest cycle.

Logistic competitiveness due to short distance from forest - mills – ports.

Product offering allows value maximization of forest base: Pulp, panels, timber, energy.

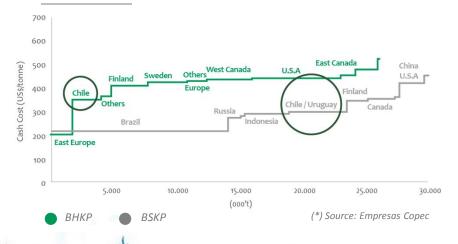


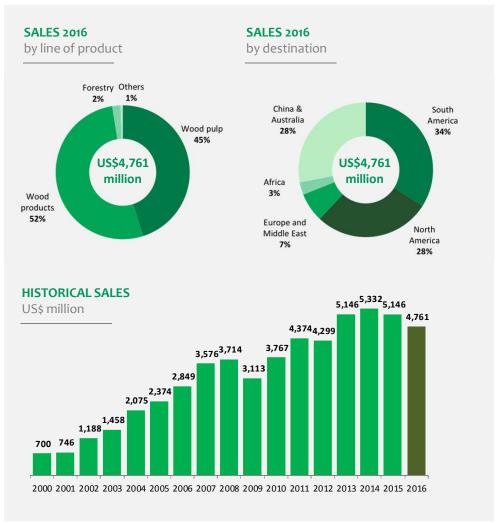


# Arauco currently sells its products in over 80 countries, in 5 continents

- > **Arauco produces** cellulose, panels, and sawn and processed timber, among other products; it owns and operates industrial plants in Chile, Argentina, Brazil, Uruguay, the U.S.A. and Canada.
- > In the pulp market, Arauco has low cash costs due its pulp mills located in Chile, Uruguay and Argentina.
- > Total sales have grown with a CAGR of 13% from 2000 to 2016.

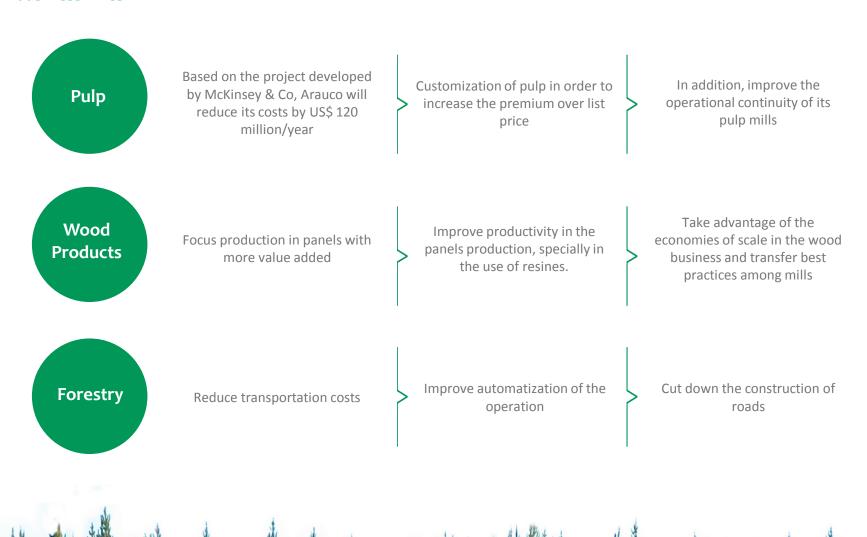
#### **WORLD PULP SUPPLY CURVE**







# Arauco developed a plan to improve the efficiency and reduce costs in all of its business lines





# The acquisition of Tafisa positioned Arauco as the second largest producer of panels in the world

- > In late May 2016, the Company purchased 50% of the share capital of Tafisa (an affiliate of Sonae Industria). This transaction marks the commencement of Arauco's production activities in Europe and South Africa, through the creation of the new affiliate Sonae-Arauco.
- > The investment amounts to US\$ 153 million, and includes industrial plants for production of MDF, PB, OSB and sawn timber, located in Spain, Portugal, Germany and South Africa.
- > The total capacity of Sonae-Arauco is 4.2 million m³ per year, which, added to the capacity that is installed to date, positions Arauco as the second largest producer of panels in the world, with a capacity of 9 million of m³ per year.



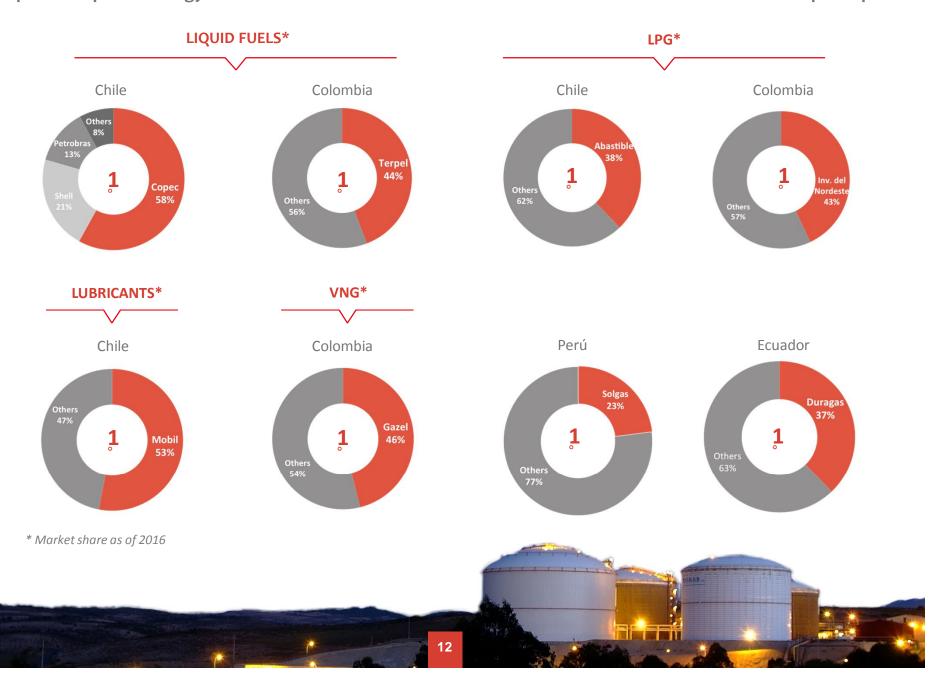




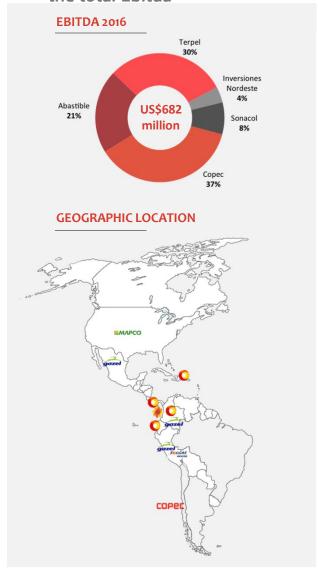
# Arauco has 3 future projects

#### **Grayling Valdivia** Mapa Modernization and enlargement of The project will transform the It is located near to the US's midthe Arauco pulp mill. Valdivia mill into a dissolving pulp west demand of wood products, The total forestry resources of mill. while other mills are close to the Arauco in Chile can supply a mill with This kind of pulp competes with coast. a capacity of 1,5 million tons. Highlights cotton, and it has a premium up to Michigan is a zone with an 70% of the wood that MAPA project important offer of forestry supply. US\$ 400/ton over hardwood. will use will be from Arauco. It is expected that melamine The production of dissolving pulp The distance between the plant and will not affect the current products will represent 30% of total forests is 60 km, and 30 km from the production levels of the mill. production. shore. The investment will be around US\$ Total investment is US\$ 2.3 billion. The total investment is US\$ 400 Investment million. 185 million. Capacity of 800,000 m<sup>3</sup> of which The output of this industrial Capacity 300,000 m<sup>3</sup> will be coated with The capacity is 550,000 ADt/year complex will be increased by 1 million tons of hardwood per year. melamine paper.

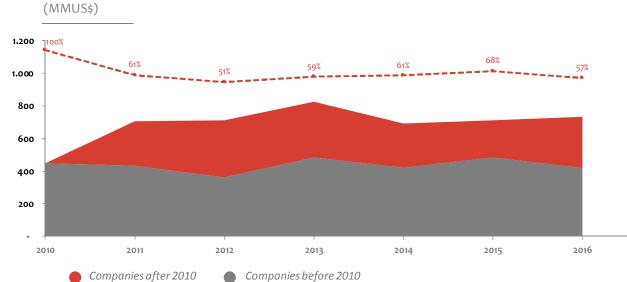
# Empresas Copec's strategy is to be the leader in the fuel distribution business in the countries where it participates



As of 2016, in the fuel distribution business, Ebitda of the companies acquired after 2010 represents a 43% of the total Ebitda



#### **EBITDA OF FUEL DISTRIBUTION BUSINESS**

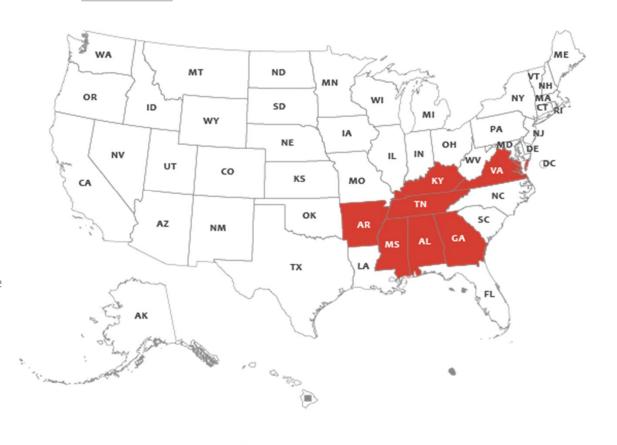


- > In the fuel distribution segment, Ebitda of the companies before 2010 has remained stable in US\$, with a decrease of 6% between 2010 and 2016.
  - Average exchange rate rose from 510 CLP\$/US\$ in 2010 to 677 CLP\$/US\$ in 2016.
- > On the other hand, companies acquired after 2010 have contributed in an important way to the consolidated Ebitda, mainly due the results of Terpel.

# **MAPCO**

- > On November 14<sup>th</sup> 2016, COPEC acquired 100% of the share capital and interests in five different companies that operate 348 gas stations in the U.S. and supplies 142 gas stations operated by third parties.
- > The gas stations operate under different brands, chief among them MAPCO. They are located mostly in Tennessee, and also in Alabama, Georgia, Arkansas, Virginia, Kentucky and Mississippi.
- > The purchase price for the companies, free of debt, is US\$ 535 million and a working capital adjustment on the closing date amounting to US\$ 16.3 million.

#### MAPCO PRESENCE IN UNITED STATES



## MAPCO as an Strategic Investment

- > The acquisition allows Copec to enter the most stable, developed and unregulated market in the world, which has more than 140 thousand gas stations and a fragmented supply.
- > Conveniences stores in the U.S. service stations have a higher relative value compared with the service stations operated by Copec in other countries, where the fuel selling business is much more relevant.
- > The chilean and colombian markets should move towards U.S. model, where selling fuel is the booster of other businesses. Learn from the U.S. business model based on convenience stores will be a key step to create future value in these markets.

#### **ACQUISITION CRITERIA**

- Right scale to be the platform for growing in the U.S. market.
- Accessible investment size for Copec.
- Strategic location for the operation.
- The company has a significant number of own service stations.
- " Growth opportunities are accessible in coincident markets.
- Opportunities for improving the operation in both, fuel selling and convenience stores.

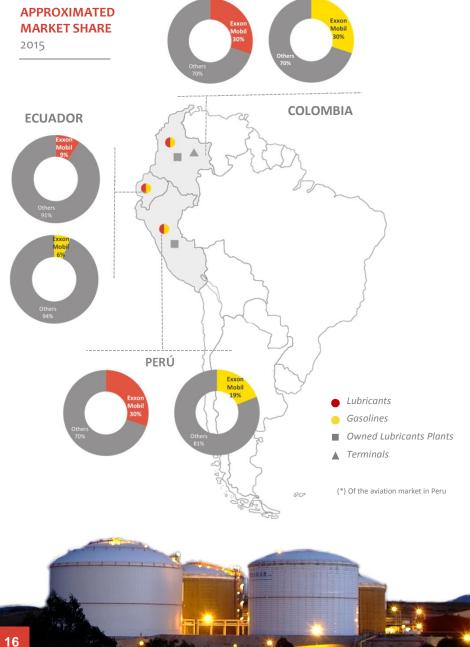
#### **OPPORTUNITIES IN THE FUTURE**

- Development in the industrial fuel market.
- Improvement in the fuel procurement.
- Acquisition of near by networks taking full advantage in overhead synergies.
- " Unify the brands of the convenience stores and gas stations.



# Acquisition of **EXXONMOBIL** Downstream Assets in the Andean Region

- > On November 16th 2016, Copec structured a regional agreement with ExxonMobil for the production and distribution of Mobil lubricants in Colombia, Ecuador and Peru, and also the renewal of the agreement between ExxonMobil and Copec for the Chilean market.
- > The agreements also cover the operation and commercialization of fuels for Jorge Chavez International Airport of Lima, Peru, as well as the fuels distribution business that ExxonMobil currently operates in Colombia and Ecuador.
- > Total investment is approximately US\$ 747 million, of which US\$ 235 million correspond to cash that this companies are expected to hold at the closing date. It is estimated that the deal could go through in the third quarter of 2017.
- > Copec will transfer the ExxonMobil's business to Terpel, so the company could take advantage of the potential synergies of overhead to operate its assets in Colombia, Peru and Ecuador.
- > On Dec. 15th 2016, Terpel's shareholders meeting approved the transfer of the agreement.
- > On Dec. 27th 2016, Terpel asked for approval to the Colombia antitrust authority. Estimated date of approval: 3Q2017.



# **EXXONMOBIL** Downstream Assets as Strategic Investment

#### **POSITION OF TERPEL BUSINESS**

- > The agreement allows Terpel to:
  - " Integrate the lubricant operation in a regional level under one brand with worldwide acknowledgment, and...
  - ... consolidate the company as a leader fuel and lubricant player in the Pacific coast, through...
  - ... the acquisition of high quality assets with leadership position and with experienced employees.
- > Furthermore, depending on the antitrust authorities in Colombia, it will be necessary to sell the ExxonMobil's operations and assets acquired in that country to the downstream fuel business.

#### **OPPORTUNITIES FOR TERPEL**



Terpel would triplicate its lubricants volume in Colombia and would have the opportunity to extend its lubricants offer in that country, and capture new industrial clients with more specific and valuable needs.



The acquisition would allow Terpel to develop the fuel business in Peru, through aviation as an initial platform.



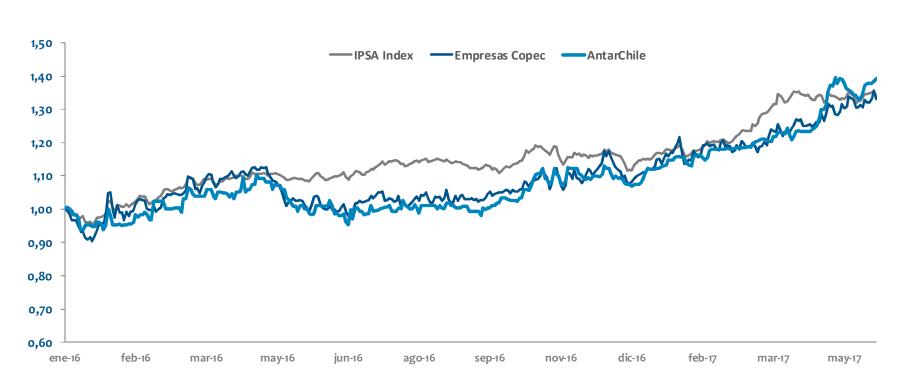
The new operation in Ecuador would increase Terpel's market share in the fuel business and also implies a significant potential in lubricants.



# The price of the stock of AntarChile has increased by 33% between 2016 and May of 2017



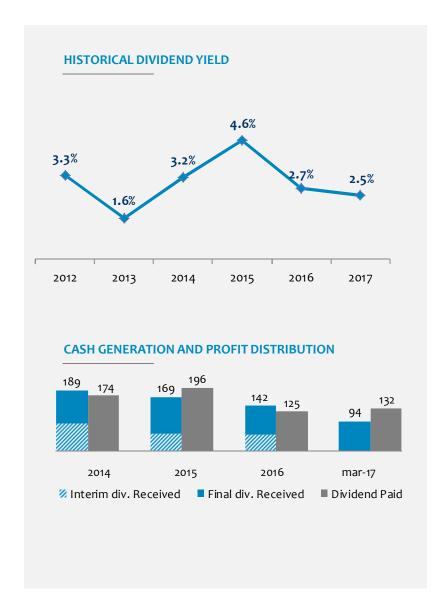
## AntarChile's stock return



<sup>\*</sup> AntarChile's traded volume between January and May 2017 increased by 148%, compared with the same period of 2016.

#### ANTARCHILE HOLDING DISCOUNT

NAV US\$9.3 billion
Market Cap US\$5.8 billion
Discount 38,0%

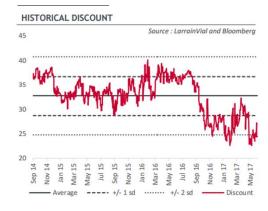


# Discount to NAV of main Chilean holding companies

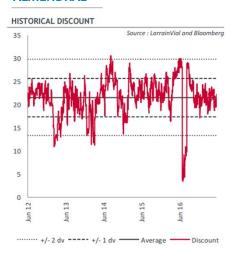
#### IAM



#### **SMCHILE**

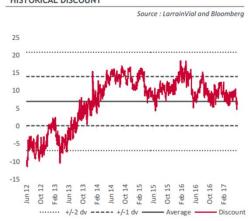


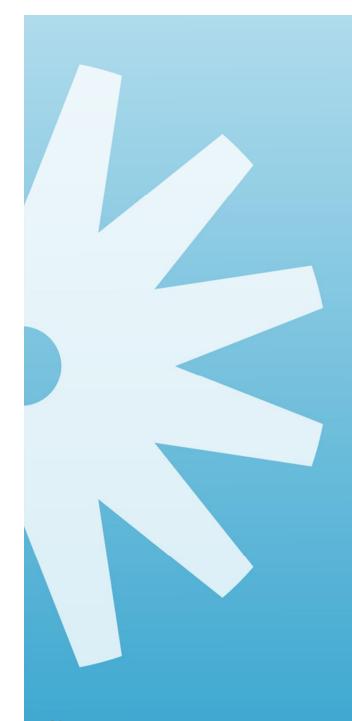
#### **ALMENDRAL**



## **QUIÑENCO**

#### HISTORICAL DISCOUNT





#### CEO

Andrés Lehuedé alehuede@antarchile.cl

Head of Investor Relations

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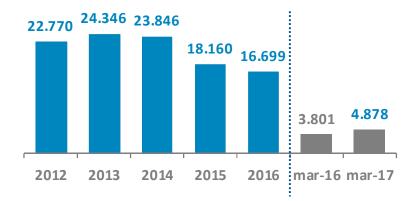
# CORPORATE PRESENTATION

June 2017

# FINANCIAL information

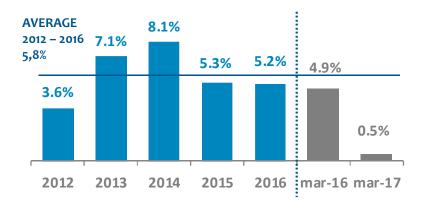
**REVENUE** 

US\$ million

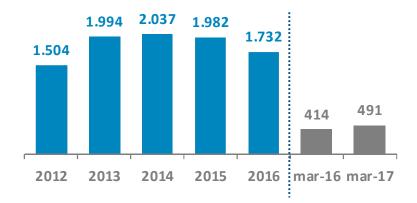


## **RETURN ON EQUITY**

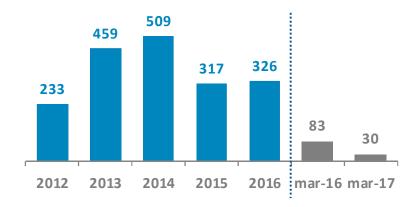
US\$ million



**EBITDA**US\$ million



**PROFIT** US\$ million



## **CONSOLIDATED BALANCE SHEET**

US\$ million	mar-17	dic-16
Assets		
Current assets	5,070	5,010
Non-current assets	16,886	16,909
Total assets	21,956	21,919
Liabilities and net equity		
Liabilities		
Current Liabilities	2,656	2,729
Non-current liabilities	8,504	8,503
Total liabilities	11,160	11,232
Net equity		
Paid-in capital	1,391	1,391
Retained earnings	6,020	6,019
Other reserves	(1,032)	(1,117)
Equity attributable to owners of parent	6,380	6,294
Equity of minority interests	4,417	4,393
Total equity	10,796	10,687
Total liabilities and net equity	21,956	21,919

# CONSOLIDATED INCOME STATEMENT

US\$ million	mar-17	mar-16
Sales revenue	4,878	3,801
Cost of sales	(4,085)	(3,159)
Gross Margin	793	642
Other income (expenses)	(150)	34
Distribution costs	(293)	(199)
Administrative expenses	(232)	(236)
Net interest expense	(70)	(70)
Others	25	23
Income (loss) before taxes	73	194
Income tax expense	(13)	(52)
Income (loss) from continuing operations	60	142
Income (loss) from discontinued operations	-	-
Net Income	60	142
Income (loss) of owners of parent	30	83
Income (loss) of minority interests	30	60

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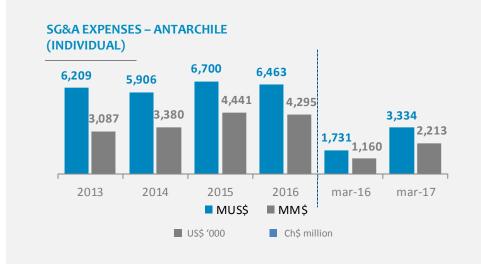
Power Generation

# ANTARCHILE'S CASH GENERATION AND PROFIT DISTRIBUTION



(\*) Proposed dividends

- > Cash in AntarChile comes mainly from dividends paid out by its subsidiaries.
- > Its dividend policy mandates distribution of 40% of yearly net profit.
- AntarChile's dividend policy mirrors that of Empresas Copec, thus avoiding accumulation of cash at holding company level.
- > Empresas Copec pays out an interim dividend in December and a definitive dividend in May, whereas AntarChile only pays out a definitive dividend in May.

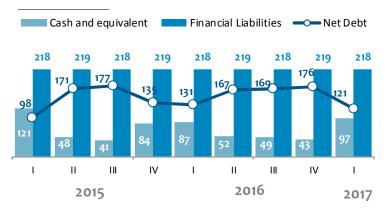


> AntarChile's administration expenses (individual) in march 2017 were higher than in 2016 due a non recurring effect associated with compensations payments.

**Credit Rating and Indebtedness** 

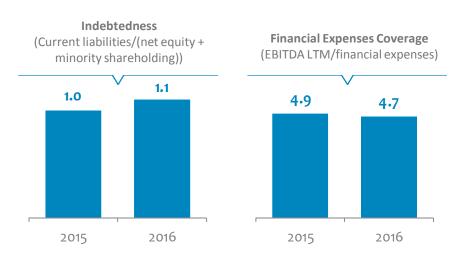
#### **INDIVIDUAL NET DEBT**

US\$ million



- > AntarChile maintains financial liabilities at a constant rate of over time.
- > The increase in cash in each fourth quarter corresponds to the interim dividend paid out by Empresas Copec.

#### CONSOLIDATED FINANCIAL INDICATORS AS OF 2016

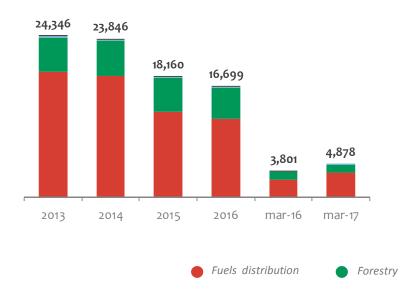


		SHARES	DEBT
ANTARCHILE LOCAL CREDIT RATINGS	FitchRatings	First Class, tier 2	N1 / AA-
	Feller Strategic Insights	First Class, tier 2	A+

Financial Indicators by Line of Businesses as of March, 2017

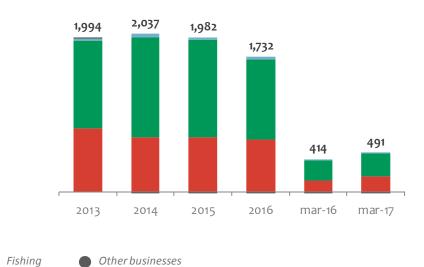
#### **CONSOLIDATED SALES**

US\$ million



#### **CONSOLIDATED EBITDA**

US\$ million



AntarChile's Asset Portfolio Variation

	Ownership	Book Value of Investments 2016 US\$ million	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Empresas Copec	60.82%	6,055														
CSAV	0.00%	N.A.			*******		********				******					*******
Eperva	18.70%	39														
Igemar	17.44%	38														
Astilleros Arica	0.00%	N.A.														
Colbún	9.58%	331														
Red to Green	30.00%	2														
SerCor	20.00%	0														

## Up until the sale of Astilleros Arica, AntarChile's investment portfolio had not suffered any variations since 2006.

- > In 2003 Compañía de Petróleos de Chile S.A. (Copec) was restructured so as to move the fuel distribution business into a subsidiary Copec remaining as parent company-, and change the company name to Empresas Copec.
- > In 2005 AntarChile sold 15.42% of Compañía Sudamericana de Vapores.
- > In 2006 AntarChile acquired 9.5% of Colbún; by December, 2015, the price of the Colbun stock had increased by 48%.
- > In 2015 AntarChile sold its subsidiary Astilleros Arica to Corpesca, a subsidiary of Eperva.

**Stock Market Information** 

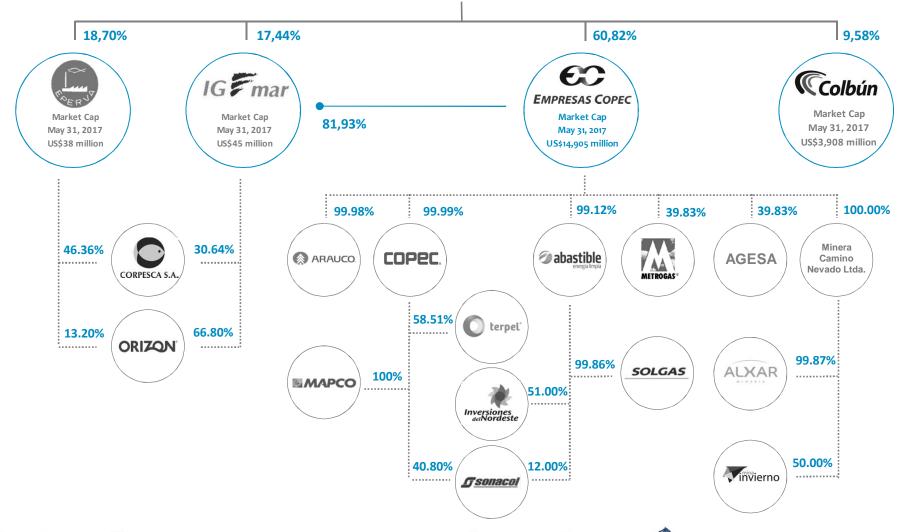
#### AS OF MAY 31st, 2017

Shares	456,376,483
Currency	Ch \$
Last Price	8,498
Maximum LTM	8,562
Minimum LTM	5.951
Market Cap.	US\$5,770 million

- > AntarChile S.A. has a weight of 1.96% in the IPSA; its market capitalization rate is one of the highest in the country.
- > Behavior of AntarChile's stock is closely correlated to that of its main investment, Empresas Copec S.A.





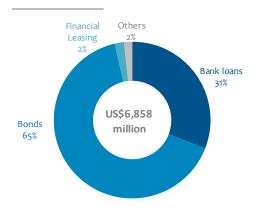


# **ANTARCHILE'S**

# consolidated financial debt

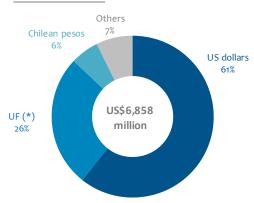
#### **BREAKDOWN**

by instrument



#### **BREAKDOWN**

by currency

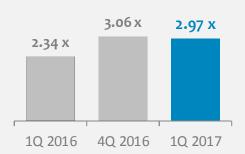


(\*) "Chilean currency unit indexed according to inflation." Source: Ministry of Finance, Gobierno de Chile

#### **NET FINANCIAL DEBT**

US\$ million	1Q 2017	4Q 2016	1Q 2016
Current financial liabilities	961	978	562
Non-current financial liabilities	5,897	5,890	5,908
Total financial liabilities	6,858	6,868	6,470
Cash and cash equivalents	1,303	1,332	1,908
Current financial assets	187	242	172
Net financial debt*	5,368	5,295	4,390

## NET DEBT/EBITDA LTM



<sup>\*</sup>Net debt = current financial liabilities + non-current financial liabilities - cash and cash equivalents — other current financial assets.

# ARAUCO Forest Areas and Industrial Mills as of December, 2016

	Forestry	Wood Pulp	Timber	Panels	Electric Power
CHILE	710,005 Hectares	5 pulp mills 2,887,000 Adt	8 saw mills 2,704,190 m³	5 wood mills PB: 300,000 m <sup>3</sup> Plywood: 710,000 m <sup>3</sup> MDF: 515,000 m <sup>3</sup> HB: 60,000 m <sup>3</sup>	10 power plants Capacity: 606 MW
ARGENTINA	132,351 Hectares	1 pulp miill 350,000 Adt	1 saw mill 317,982 m³	2 wood mills MDF: 300,000 m <sup>3</sup> PB: 260,000 m <sup>3</sup>	2 power plants Capacity: 78 MW
BRASIL	99,671 Hectares			2 wood mills MDF: 1,255,000 m <sup>3</sup> PB: 310,000 m <sup>3</sup>	
URUGUAY**	73,112 Hectares *	1 pulp mill 650,000 Adt *			1 power plant Capacity: 82 MW *
USA CANADA				8 wood mills MDF: 1,470,000 m <sup>3</sup> PB: 1,416,000 m <sup>3</sup>	
ALEMANIA ESPAÑA PORTUGAL SUDAFRICA			1 saw mills*** 50,000 m <sup>3</sup>	10 wood mills*** MDF: 725,000 m <sup>3</sup> PB: 1,135,000 m <sup>3</sup> OSB: 230,00 m <sup>3</sup>	
TOTAL	1,015,139 Hectares	7 pulp mills 3.89 Million Adt	10 saw mills 3.07 M m³	16 wood mills 8.7 M m <sup>3</sup>	13 power plants Capacity: 766 MW
	*: Considers 50% of Monte	es del Plata. ***: Considers 5	0% of Sonae Arauco		

# **FUEL** Distribution

AntarChile is involved in the fuel distribution industry through seven different subsidiaries: Compañía de Petróleos de Chile (Copec), Organización Terpel, Abastible, Inversiones del Nordeste, Sonacol, Sonamar and Metrogas.

		COPEC.	abastible energia limpia	METROGAS *	terpel'	<b>MAPCO</b>	Inversiones deiNordeste	<u> Fsonacol</u>
FUEL	}	Liquid fuels, Lubricant	Liquefied Petroleum Gas (LPG)	Natural Gas	Liquid Fuels, Lubricant	Liquid fuels	Liquefied Petroleum Gas (LPG)	Oil
COUNTR	Y }	Chile	Chile	Chile	Colombia	USA	Colombia	Chile
SALES VOLUMI 2016	}	9.8 million m³	459 thousand tons	1,078 million m <sup>3</sup>	8.7 million m <sup>3</sup>	1.9 million m <sup>3</sup>	205 thousand tons	Transported 9.9 million m <sup>3</sup>
MARKET SHARE 2016	}	58%	38%	-	44%*	-	43%*	-
SHARE HOLDING	G }	Empresas Copec 100%	Empresas Copec 99.05%	Empresas Copec 39.83%	Copec S.A. 58.51%	Empresas Copec 100% (indirect)	Abastible 51.00%	Empresas Copec 52.8% (indirect)

<sup>\*</sup>Share in Colombia.

GDS: Filling Stations; IND: Industrial Customer; GNV: Natural Gas Vehicle.





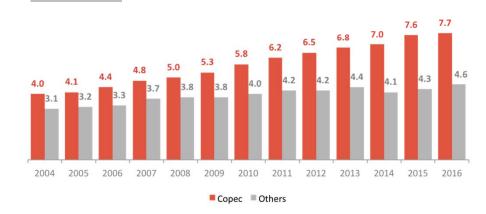
The long term approach of low margins, good location, innovation and client oriented strategy, has allowed Copec to sustain its leadership in this industry.

- > Copec has the largest and most extended **Network** (634 gas stations), with strategic locations that allows to have 60% of sales with 38% of gas stations.
- > Largest Convenience Store Network on Chile, with more than 300 stores and an average of 485 Th. clients per day.
- > Strong **Brand** recognition: throughput of Copec gas stations is 50% higher than its competitors.
- > Constant focus on **innovation** in product offering, technology, service and image.
- > Strength in **industrial segment**: Comprises 60% of sales, with 3.500 industrial clients including mining companies to airlines.
- > Leader manufacturer and distributor of **lubricants**. This business is a joint venture with ExxonMobil.
- > Copec's **leadership position** represents advantages in the fuel procurement.

#### **FUEL SALES BY SERVICE STATION**

(Th. m³)/year

35

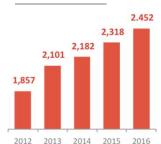




#### PANAMA · ECUADOR · COLOMBIA · MEXICO REPÚBLICA DOMINICANA · PERÚ

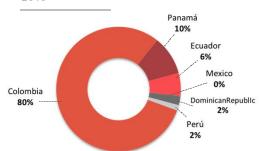
- > Has the largest Network in Colombia with a 44% market share (2,115 gas stations).
- > Terpel is one of the most recognized and respected Brand.
- > One of the most important growth potential for Terpel, comes of Copec's business model in this market.
- > Terpel participates in markets with high growth prospects due to the lack of infrastructure and potentially higher market share in the industrial segment.

# **SALES**Millions of Gallons



#### **SALES BY COUNTRY**

2016



459



#### CHILE · COLOMBIA

#### Abastible is the third largest LPG player in South America

>More than 1.5 million clients and more than 1,200 distributors.

>Even though Chilean LPG c(Th. m³)/yearonsumption grows at very low rates, growth shall come from market gain against high-polluting firewood, which currently has a 40% penetration in residential homes.

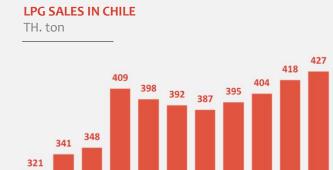
Abastible purchased Repsol's LPG businesses in Peru and Ecuador.



26% Market Share Sells 570 th. tons a year The price paid was US\$ 264 million



37% Market Share Sells 405 th. tons a year The price paid was US\$ 33 million





2004 2005 2006 2007 2008 2009 2010 2011 2012 2013 2014 2015 2016

# **FISHERIES**

AntarChile is involved in the fishery industry through two companies, Corpesca and Orizon, which operate Northern and Central-South Chile, respectively. Each of these companies also owns 35% of Golden Omega, a company producing Omega 3 concentrates from fish oil.



# **ORIZON**

GEOGRAPHIC AREA	}	Northern Chile		Central-north, Central and Southern Chile
VESSELS	}	47 vessels		8 vessels
FLEET'S STORAGE CAPACITY	}	21,000 m <sup>3</sup>		Aprox. 11,000 m <sup>3</sup>
PROCESSING PLANTS	}	<ul><li>5 fishmeal and fish oil</li><li>1 canning plant</li><li>1 freezer plant</li></ul>		<ul><li>3 fishmeal and fish oil</li><li>2 canning plants</li><li>3 freezer plants</li></ul>
SHAREHOLDING	}	<ul><li>Empresa Pesquera Eperva:</li><li>Pesquera Iquique-Guanaye (Igemar):</li></ul>	46.36% 30.64%	<ul><li>Empresa Pesquera Eperva: 13.2%</li><li>Pesquera Iquique-Guanaye (Igemar): 66.8%</li></ul>

## **POWER GENERATION**





# **Hydro and Thermal**

### **Biomass**

- AntarChile's affiliates involved in the power generation market are Colbún and Arauco Bioenergía, both of which utilize conventional energy as well as renewable non-conventional energy sources.
- Colbún has an installed capacity of 3,278 MW, being the second largest generator of the Chilean Interconnected Central System (SIC), with a market share of 21.3%. The SIC supplies 92% of Chile's power demand.
- Arauco Bioenergía, consistent with its environmental sustainability policies, generates power out of biomass. Its installed capacity is of 766 MW, providing SIC with a surplus of 253 MW.

INSTALLED CAPACITY	"

BY TECHNOLOGY

1,597 MW Hydroelectric (41.5%)2,255 MW Thermoelectric (58.5%)

3,852 MW Total

**POWER OUTPUT** 11.275 GWh Chile

3,582 GWh Perú

2.500 GWh domestic consumption (76%) 1,089 GWh sold (24%)

3,589 GWh Total

766 MW

**FACILITIES** 

2016

16 Hydroelectric plants 8 Thermoelectric plants

4 NCRE plants

8 Co-generating plants

2 Backup turbine plants

2 Biomass plants in Argentina

**SHAREHOLDING** 

" AntarChile: 9.58%

Arauco: 100%



