

ANALYSIS OF THE FINANCIAL POSITION AS OF 09.30.2017



Abbreviations:

M\$ Million Chilean pesos

Th\$ Thousand Chilean pesos

ANALYSIS OF THE CONSOLIDATED FINANCIAL STATEMENTS

For the period ended September 30, 2017

1. REVIEW

As of September 30, 2017, Empresas Lipigas S.A. (the “Company”) recorded earnings after taxes amounting to M\$ 35,306 with an increase of M\$ 4,691 (15.3%) with respect to the M\$ 30,615 recorded in the same period of the previous year.

Consolidated EBITDA reached M\$ 69,833, a 15.0% higher figure than the one recorded for the same period of the previous year, which reached M\$ 60,737.

Gross earnings for the period reached M\$ 119,793 an increase of M\$ 11,071 (10.2%) regarding the same period of the previous year, resulting from greater sales volume measured in equivalent LPG tons in the three countries and an increase in unit gross earnings in Chile and Colombia. This result was offset by an increase in other expenses by function, distribution costs and management expenses amounting to M\$ 5,799 (9.4%) mainly in Chile, an increase that relates to the development of integration strategies of the distribution chain to the end-customer. This increase was expected within the year’s business plan and has a positive impact in the generation of income.

Accumulated LPG sales volume as of September 2017 compared with the same period of the previous year increases 4.1% equivalent to 21,099 tons. In Chile, volume grows 4.7%, in Colombia it increases by 3.2% and in Peru, it increases 2.5%.

Natural gas sales (in its different formats) totaled 82.3 million m³, representing an increase compared to the 77.0 million m³ recorded during the first nine months of 2016, mainly due to the consolidation of CNG operations in Peru. It should be noted that the operation of Limagas Natural in Peru consolidates from February 2016; therefore, in the comparison between periods, 2017 records an additional month to that of 2016.

Revenue from ordinary activities amounted to M\$ 354,114, increasing 14.3% regarding the same period of the previous year. This increase essentially resulted from greater sales volume of LPG of 21,099 tons, increased sales of natural gas in its different formats of 5.3 million cubic meters influenced by the incorporation of the Limagas Natural Perú S.A. operation, and higher sales prices associated to the increase in the purchase price of gas and increased sales proportion to end-customers in Chile.

Non-operating income was negative by M\$4,295 a figure that is lower than the M\$ 6,619 loss recorded during the same period of the previous year. This variation is mainly generated by a lower loss from the restatement of liabilities for guaranty in Chile and lower negative results by indexation units due to lower inflation in Chile.

MATERIAL DISCLOSURES DURING THE QUARTER AND AS OF THE DATE OF ISSUANCE OF THIS ANALYSIS

On August 30, 2017, we reported Consolidated Results for the Second Quarter of 2017.

On August 30, 2017 we reported that the Board of Directors had approved an interim dividend payment charged to 2017 earnings for CLP 62 per share, which was paid on September 26, 2017.

On October 26, 2017, it was informed that the current controlling shareholders of Empresas Lipigas S.A. reported the signing of a new shareholders agreement among them dated September 26, 2017.

2. CONSOLIDATED INCOME STATEMENT BY FUNCTION

INCOME STATEMENT BY FUNCTION	01.01.2017 through 09.30.2017 M\$	01.01.2016 through 09.30.2016 M\$	07.01.2017 through 09.30.2017 M\$	07.01.2016 through 09.30.2016 M\$	Var Jan - Sep (2017 - 2016)		Var Jul - Sep (2017 - 2016)	
	M\$		M\$	M\$	M\$	%	M\$	%
Revenue	354,114	309,911	130,209	114,222	44,204	14.3 %	15,987	14.0 %
Cost of sales	(234,322)	(201,189)	(84,684)	(73,334)	(33,133)	16.5 %	(11,350)	15.5 %
Gross Earnings	119,793	108,722	45,526	40,888	11,071	10.2 %	4,637	11.3 %
Other income by function	174	151	69	65	23	15.2 %	4	5.7 %
Other expenses by function	(17,959)	(15,166)	(6,647)	(5,445)	(2,793)	18.4 %	(1,202)	22.1 %
Distribution costs	(27,909)	(26,371)	(10,128)	(9,880)	(1,538)	5.8 %	(248)	2.5 %
Administrative expenses	(21,551)	(20,083)	(7,277)	(6,851)	(1,469)	7.3 %	(426)	6.2 %
Operating income	52,547	47,253	21,543	18,778	5,294	11.2 %	2,764	14.7 %
Financial costs	(4,176)	(6,439)	(1,417)	(2,220)	2,263	(35.2)%	803	(36.2)%
Financial income	773	1,086	222	420	(313)	(28.8)%	(197)	(47.0)%
Exchange differentials	31	256	78	1	(225)	(87.8)%	77	6801.3 %
Profit (loss) on indexation units	(1,352)	(2,506)	42	(632)	1,154	100.0 %	674	(106.7)%
Other gains (losses)	429	984	358	348	(555)	(56.4)%	10	3.0 %
Earnings (loss) before taxes	48,252	40,634	20,827	16,695	7,618	18.7 %	4,132	24.7 %
Income tax expense	(12,946)	(10,019)	(5,584)	(4,188)	(2,927)	29.2 %	(1,397)	33.4 %
Profit (loss)	35,306	30,615	15,242	12,507	4,691	15.3 %	2,735	21.9 %
Profit (loss) attributable to the owners of the controller	35,233	30,591	15,217	12,503	4,642	15.2 %	2,713	21.7 %
Profit (loss) attributable to non-controlling interests	73	24	26	4	49	203.1 %	22	585.6 %
Profit (loss)	35,306	30,615	15,242	12,507	4,691	15.3 %	2,735	21.9 %
Depreciation and amortization	17,286	13,484	0	0	3,802	28.2 %	0	0.0 %
EBITDA	69,833	60,737	21,543	18,778	9,096	15.0 %	2,764	14.7 %

Earnings after taxes for the first nine months of 2017 amounted to M\$ 35,306, a 15.3% increase regarding the M\$ 30,615 recorded for the same period of the previous year. The main variations resulted from:

- Consolidated gross earnings reached M\$ 119,793 that is 10.2% higher than the M\$ 108,722 recorded during the same period of the previous year. This increase resulted from an improved gross margin due to increased sales volume in equivalent LPG tons in the three countries and greater unit margins in Chile and Colombia.
- Operating costs and expenses increased M\$ 5,799 mainly due to higher expenses regarding salaries, freights, and other expenses in Chile and to a lesser extent due to maintenance expenses and other expenses in Colombia.
- Operating income reached M\$ 52,547 which is M\$ 5,294 (+11.2%) higher than the M\$ 47,253 recorded during the same period of 2016 resulting from higher gross income, partially offset by greater expenses.
- EBITDA (operating income before depreciation and amortization) for the first nine months of 2017 reached M\$ 69,833, a figure 15.0% higher than the M\$ 60,737 of the same period of the previous year.

Earnings after taxes for the third quarter of 2017 amounted to M\$ 15,242 a 21.9% increase regarding the M\$ 12,507 recorded for the same period of the previous year. The main variations resulted from:

- Consolidated gross earnings reached M\$ 45,526 a figure 11.3% higher than the M\$ 40,888 recorded during the same period of the previous year. This increase resulted from an improved gross margin due to increased sales volume in equivalent LPG tons in Chile and greater unit gross earnings in Chile and Colombia.
- Operating costs and expenses for the quarter increased M\$ 1,877 (+8.5%), due to higher expenses regarding salaries, promotional campaigns, freights, and other expenses in Chile, which was partially offset by lower operating expenses in Peru, regarding freight and maintenance given the lower activity during the quarter.
- Operating income reached M\$ 21,543 a figure that is M\$ 2,764 (+14.7%) higher than the M\$ 18,778 recorded during the third quarter of 2016.
- EBITDA (operating income before depreciation and amortization) for the third quarter of 2017 reached M\$ 28,942 a figure 23.8% higher than the M\$ 23,384 of the same period of the previous year.

INCOME BY SEGMENT

M\$	From 07.01.2017 to 09.30.2017				Accumulated as of 09.30.2017			
	Segments			Total Group	Segments			Total Group
	Chile	Colombia	Peru		Chile	Colombia	Peru	
Revenue	98,694	10,207	21,308	130,209	254,602	32,066	67,446	354,114
Purchases charged to cost of sales	(52,036)	(5,050)	(14,839)	(71,925)	(136,419)	(17,118)	(47,047)	(200,585)
Expenses charged to cost of sales	(4,095)	(853)	(1,179)	(6,127)	(12,808)	(2,470)	(3,433)	(18,710)
Depreciation and amortization	(5,843)	(320)	(468)	(6,632)	(12,618)	(925)	(1,484)	(15,027)
Gross profit	36,720	3,984	4,822	45,526	92,758	11,553	15,482	119,793
Other income by function	69	0	0	69	174	0	0	174
Other operating expenses	(17,156)	(2,368)	(3,761)	(23,285)	(46,350)	(6,999)	(11,811)	(65,160)
Depreciation and amortization	(295)	(181)	(290)	(767)	(812)	(608)	(839)	(2,259)
Operating Income	19,337	1,435	771	21,543	45,769	3,946	2,832	52,547
EBITDA	25,476	1,936	1,530	28,942	59,199	5,479	5,155	69,833

M\$	From 07.01.2016 to 06.30.2016				Accumulated as of 09.30.2016			
	Segments			Total Group	Segments			Total Group
	Chile	Colombia	Peru		Chile	Colombia	Peru	
Revenue	82,204	8,663	23,355	114,222	218,235	26,740	64,935	309,911
Purchases charged to cost of sales	(42,505)	(4,323)	(16,041)	(62,868)	(113,317)	(14,781)	(43,688)	(171,785)
Expenses charged to cost of sales	(4,188)	(771)	(1,418)	(6,377)	(12,070)	(2,190)	(3,696)	(17,956)
Depreciation and amortization	(3,143)	(474)	(471)	(4,088)	(9,260)	(875)	(1,313)	(11,448)
Gross profit	32,369	3,094	5,425	40,888	83,588	8,895	16,239	108,722
Other income by function	65	0	0	65	151	0	0	151
Other operating expenses	(15,337)	(2,200)	(4,122)	(21,658)	(41,031)	(6,454)	(12,099)	(59,584)
Depreciation and amortization	(221)	13	(309)	(518)	(624)	(482)	(931)	(2,036)
Operating Income	16,877	907	994	18,778	42,085	1,959	3,209	47,253
EBITDA	20,241	1,369	1,775	23,384	51,969	3,316	5,453	60,737

M\$	Variation 3Q2017 vs. 3Q2016				Accumulated variation as of 09.30.2017 vs.09.30.2016			
	Segments			Total Group	Segments			Total Group
	Chile	Colombia	Peru		Chile	Colombia	Peru	
Revenue	16,490	1,544	(2,046)	15,987	36,367	5,326	2,511	44,204
Purchases charged to cost of sales	(9,531)	(726)	1,201	(9,056)	(23,102)	(2,338)	(3,360)	(28,800)
Expenses charged to cost of sales	92	(81)	239	250	(738)	(280)	263	(754)
Depreciation and amortization	(2,701)	154	3	(2,544)	(3,358)	(50)	(171)	(3,579)
Gross profit	4,351	890	(603)	4,637	9,169	2,658	(757)	11,071
Other income by function	4	0	0	4	23	0	0	23
Other operating expenses	(1,820)	(169)	361	(1,627)	(5,319)	(545)	288	(5,577)
Depreciation and amortization	(74)	(194)	19	(249)	(189)	(127)	92	(223)
Operating Income	2,535	721	(242)	3,014	3,873	2,113	(469)	5,517
EBITDA	5,235	567	(245)	5,558	7,231	2,163	(298)	9,096

Chile: EBITDA during the quarter was 25.9% higher regarding the same period of the 2016 fiscal year mainly due to improved gross earning. Gross earnings were 13.4% higher regarding the same period of the previous fiscal year, mainly due to the 6.3% increase in LPG sales volume (impacted by a cold winter season in the central zone which has prolonged) and greater unit margins, influenced by greater sales to end-customers and a positive effect due to the product price increase estimated at M\$ 637. As indicated in note 13.2 of the financial statements, the gross profit for the period is affected by a one-time effect of \$ 2,271 million corresponding to the change in the useful life of the cylinder valves.

Accumulated EBITDA grew 13.9% influenced by an 11.0% increase in gross earnings driven by a 4.7% greater LPG sales volume and improved unit margins influenced by a greater proportion of sales to end-customers and by an effect of price increase of inventories which is estimated that generated greater gross earnings of M\$ 1,143. Other operating expenses increased 13.0% mainly due to

greater expenses in salaries, freights, operating expenses of sales centers and other expenses. This increase in expenses mainly relates to the Company's strategy of integrating the distribution chain, getting closer to the end-customer.

Colombia: EBITDA during the quarter was 41.4% higher regarding the same period of the previous fiscal year due to greater gross earnings recorded. Gross earnings were 28.8% higher given greater unit margins recorded during the quarter that offset the slight 1.6% decrease in LPG sales regarding the same quarter of the previous year. Other operating expenses increased by 7.7% due to greater expenses in fees for external counseling and maintenance.

In terms of accumulated figures, EBITDA grew 65.2% regarding the first nine months of 2016, also sustained on greater gross earnings that increased 29.9% resulting from the 3.2% increase in volumes and greater unit margins and partially offset by the 8.4% increase in operating expenses.

Peru: EBITDA during the quarter decreased 13.8% regarding the same quarter of the previous year, mainly due to the 11.1% decrease in gross earnings resulting from lower sales during the period. LPG sales dropped 5.9% due to strong competition especially in the automotive sales channel, while CNG sales dropped by 24.9% given that large volume customers connected to natural gas pipelines during the quarter. Lower gross margins was partially offset by lower operating expenses that decreased by 8.8%, mainly in freight and maintenance.

EBITDA for the first nine months of 2017 decreased by 5.5% regarding the same period of the previous fiscal year, while gross earnings decreased by 4.7%. Lower unit margins from the LPG and CNG businesses negatively affect this variation, although sales increased by 2.5% and 6%, respectively. Expenses decreased by 2.4% given the lower expenses associated with the savings plan resulting from lower results in terms of margins. The Peruvian sol devalued 1.3% against the Chilean peso when considering the average exchange rate during the period.

3. ANALYSIS OF THE CONSOLIDATED FINANCIAL POSITION

ASSETS

	09.30.2017 M\$	12.31.2016 M\$	Var	
			M\$	%
Current assets	76,866	69,079	7,787	11.3%
Non-current assets	318,587	305,564	13,023	4.3%
Total assets	395,453	374,643	20,810	5.6%

The assets of Empresas Lipigas S.A. as of September 30, 2017 recorded an increase of M\$ 20,810 or 5.6% regarding figures recorded as of December 31, 2016. The main variations correspond to:

- Current assets increased M\$ 7,787 mainly by an increase in trade accounts and other current accounts receivable resulting from the seasonal sales increase in Chile and an increase in selling prices and greater inventory of stock, an effect, which was partially offset by lower cash and cash equivalent.
- Non-current assets increased M\$ 13,023 mainly due to the incorporation of property, plant and equipment principally in Chile and to a lesser extent in Colombia.

LIABILITIES

	09.30.2017 M\$	12.31.2016 M\$	Var	
			M\$	%
Current liabilities	61,446	52,329	9,1	17.4%
Non-current liabilities	186,890	185,105	1,785	1.0%
Total liabilities	248,336	237,434	10,902	4.6%

The liabilities of Empresas Lipigas S.A. as of September 30, 2017 recorded an increase of M\$ 10,902 or 4.6% regarding figures recorded as of December 31, 2016. The main variations correspond to:

- Current liabilities increased M\$ 9,117. The main variations are generated by increased trade accounts and other current accounts payable.

- Non-current liabilities increased M\$ 1,785, mainly due to increased deferred tax liabilities (M\$ 1,874).

EQUITY

The equity of Empresas Lipigas S.A. as of September 30, 2017 reached M\$ 147,116 presenting an increase of M\$ 9,908 regarding figures recorded as of December 31, 2016. The main variation is generated by a greater balance of accumulated earnings from net income generated from distributed dividends.

4. ANALYSIS OF STATEMENT OF CASH FLOW

CONSOLIDATED STATEMENT OF DIRECT CASH FLOW	01.01.2017 through 09.30.2017 M\$	01.01.2016 through 09.30.2016 M\$	Var	
			M\$	%
Cash flows provided by (used in) operating activities	58,950	51,136	7,814	15.3%
Cash flows provided by (used in) investing activities	(32,753)	(36,452)	3,699	(10.1%)
Net cash flows provided by (used in) financing activities	(32,263)	(20,189)	(12,074)	59.8%
Net Increase (decrease) in cash and cash equivalents, before effects of variation in foreign exchange rates	(6,066)	(5,505)	(562)	64.9%
Effects of variations in foreign exchange rate on cash and cash equivalents	(30)	116	(146)	(125.5%)
Net increase (decrease) in cash and cash equivalents	(6,096)	(5,389)	(708)	(60.6%)
Cash and cash equivalents - beginning of the period or fiscal year	18,122	31,215	(13,093)	(41.9%)
Cash and cash equivalents - end of the period or fiscal year	12,026	25,826	(13,800)	(87.7%)

Cash and cash equivalent as of September 30, 2017 recorded a balance of M\$ 12,026 decreasing M\$ 13,800 regarding the figure recorded for the close of the same period of the previous year. The following movements mainly explain said variations:

CASH FLOWS PROVIDED BY (USED IN) OPERATING ACTIVITIES

Operating activities generated a positive net cash flow amounting to M\$ 58,950 as of September 30, 2017 increasing M\$ 7,814 with respect to the cash flow for the same period of previous year, fundamentally originated by the increase in cash flows generated by the income of the period. The main variations correspond to increased collections from customers for sales of goods and services given the greater income generated during the period (M\$ 38,085) which in turn was offset by higher payments to suppliers for goods and services provided (M\$ 24,543) and greater other payments for operating activities (M\$ 5,877).

CASH FLOWS PROVIDED BY (USED IN) INVESTING ACTIVITIES

Net cash flow used in investment activities as of September 30, 2017 was a negative M\$ 32,753 and was M\$ 43,699 lower regarding cash flow used in the same period of the previous year. The decrease mainly resulted from lower cash flows to obtain control of subsidiaries and other businesses (M\$ 15,843) due to the investment carried out in 2016 for the acquisition of the company Neogas Perú S.A. (currently Limagas Natural S.A.). The previous was partially offset by higher purchases of property, plant and equipment in Chile and Colombia (M\$ 12,690).

CASH FLOWS PROVIDED BY (USED IN) FINANCING ACTIVITIES

Net cash flow used in financing activities as of September 30, 2017 was a negative M\$ 32,263 and presents a negative variation of M\$ 12,074 regarding the negative net cash flow for the same period of the previous year. The main differences are originated in lower amounts from loans (M\$ 5,857) and higher dividend payments (M\$ 9,008).

5. FINANCIAL INDICATORS

LIQUIDITY

Indicators	Units	09.30.2017	12.31.2016
Liquidity ratio ⁽¹⁾	Times	1.25	1.32
Acid-test ratio ⁽²⁾	Times	0.87	1.00

(1) Liquidity ratio = Current Assets / Current Liabilities

(2) Acid-test ratio = (Current Assets-Inventories) / Current Liabilities

Liquidity indicators as of September 30, 2017 present a decrease regarding December 2016, mainly from the increase in current liabilities, which is proportionally higher than the increase in current assets.

INDEBTEDNESS

Indicators	Units	09.30.2017	12.31.2016
Indebtedness ratio ⁽¹⁾	Times	1.69	1.73
Portion of current debts ⁽²⁾	%	24.7%	22.0%
Portion on non-current debts ⁽³⁾	%	75.3%	78.0%
Net financial debt / Equity ⁽⁴⁾	Times	0.79	0.82

(1) Indebtedness ratio = Total liabilities / Equity.

(2) Portion of current debts = Current liabilities / Total liabilities.

(3) Portion on non-current debts = Non-current liabilities / Total liabilities.

(4) Net financial debt / Equity = (Other financial liabilities - cash and cash equivalent) / Equity.

Indebtedness ratio decreases as of September 2017 regarding the close of December 2016 given a higher level of equity resulting from greater accumulated earnings.

Net indebtedness ratio over equity decreases, also given the greater amount of equity.

PROFITABILITY

Indicators	Units	09.30.2017	12.31.2016
Equity profitability ⁽¹⁾	%	29.5%	28.2%
Asset profitability ⁽²⁾	%	11.0%	10.3%
EBITDA ⁽³⁾	M\$	87,214	78,118
EAT ⁽⁴⁾	M\$	43,430	38,738

(1) Equity profitability = Gain (Loss) LTM / Equity.

(2) Asset profitability = Gain (Loss) LTM / Total assets.

(3) EBITDA = Operating income + depreciation and amortization (LTM)

(4) EAT = Earnings after taxes (LTM)

Equity profitability increased regarding December 2016 mainly due to greater earnings for \$ 4,691. Asset profitability increased slightly due to an increase in earnings previously mentioned. EBITDA increased regarding December 2016 due to greater gross margins offsetting increased

operating expenses in freights, salaries and other expenses. Earnings after taxes also increases mainly due to improved operating and non-operating income.

INVENTORIES

Indicators	Units	09.30.2017	12.31.2016
Inventory turnover ⁽¹⁾	Times	17.7	17.7
Inventory permanence ⁽²⁾	Days	20.3	20.4

(1) Inventory turnover = Cost of sales / Inventory average (Beginning inventory + final inventory) / 2

(2) Inventory permanence = 360 days / Inventory turnover

Inventory turnover decreases regarding December 2016, mainly due to the increase in average inventory levels at the maritime terminal.

6. BUSINESS ANALYSIS

Empresas Lipigas S.A. participates in the Chilean market for LPG with its brand Lipigas. It has over 50 years of presence in the market reaching a moving annual average market share of 37.0% as of August 2017 according to data provided by Chile's Superintendence of Electricity and Fuels (*Superintendencia de Electricidad y Combustibles - SEC*).

For the distribution and commercialization of LPG in Chile, the Company has 14 storage and/or bottling plants, a maritime terminal in the commune of Quintero and 18 sales offices distributed throughout the country. In addition, it has an outsourced distribution network of more than 2,400 mobile sales points achieving nationwide coverage from the Region of Arica and Parinacota to the Region of Aysén.

It also has natural gas (NG) residential distribution networks in the city of Calama, enabling a continuous supply of this energy to nearly 3,000 homes, thus satisfying heating, hot water and cooking needs.

It has supply, sale and distribution operations of liquefied natural gas (LNG) shipped in trucks to industrial customers far from gas pipelines, which incorporate this type of fuel to their productive processes in industries of power generation, construction, food, manufacturing and others seeking to comply with environmental-regulatory standards given the benefits of LNG in this field, as well as lower costs with regard to other types of energy. Investments performed and territorial coverage reached - from the Region of Coquimbo to the Region of Los Lagos - place Empresas Lipigas as one of the major players in the industrial LNG market.

In 2010, Empresas Lipigas entered the Colombian market through Chilco Distribuidora de Gas y Energía S.A.S. E.S.P. This company commercializes LPG and participates in the Colombian market with its brands *Gas País* and *Lidergas*.

It has presence in 25 of the 32 departments of the country, reaching a moving annual average market share of 13.9% as of August 2017, according to data from Colombia's Single Information System of the Superintendence of Public Services (*Sistema Único de Información de la Superintendencia de Servicios Públicos*.)

For the commercialization of LPG in Colombia, the Company has 16 bottling plants and an own distribution network that together with the third-party distribution network service approximately 450,000 customers.

Empresas Lipigas S.A. enters the Peruvian market in 2013 through the purchase of Lima Gas S.A., an LPG company. The decision was based mainly on the sustained growth of the LPG market and favorable conditions of the Peruvian economy.

Lima Gas participates in the Peruvian LPG market in the cylinder and bulk business and commercializes the product under two brands: *Lima Gas* and *Caserito*. Together, both brands reached a moving annual average market share of 8.8% as of August 2017, according to data provided by Peru's Energy and Mines Investment Regulator - *Osinergmin*.

Currently, Lima Gas has 8 bottling plants and 2 distribution centers, enabling a relevant logistic capacity to supply LPG to its clients. The distribution network of bottled gas is composed of approximately 350 distributors that supply LPG to end users. In the case of bulk, direct distribution reaches over 2,000 customers.

In November 2015, the Company reached an agreement to acquire Neogas Perú S.A. through an approximate 42 million dollar investment. Neogas Perú S.A. is a company dedicated to the distribution of compressed natural gas to industrial clients and supply service stations for automobiles. The Company took control over this new operation in February 2016. In November 2016, the company changed its name to Limagas Natural Perú S.A.

7. RISK MANAGEMENT

Risk factors inherent to the Company's business are the markets in which it participates and the activity developed by the Company and its subsidiaries. The Board of Directors and Management periodically review the map of the Company's significant risks in order to design and monitor the implementation of suitable measures for mitigating risks that are sought to be fit. The following is a breakdown of the main risk factors that affect the business:

7.1 Credit risk

Credit risk arises in losses that might occur because of a breach of the contractual obligations on behalf of counterparties of the Company's different financial assets.

The Company has credit policies that mitigate risks of non-collection of trade accounts receivable. These policies consist of establishing limits to the credit of each client based on their financial background and behavior, which is permanently monitored.

The Company's financial assets consist of cash and cash equivalents balance, commercial debtors and other accounts receivable and other non-current financial assets.

Credit risk is mainly related to commercial debtors and other accounts receivable. The balance of cash and cash equivalent is also exposed to a lesser extent.

The exposure of cash and cash equivalents to credit risk is limited because cash is deposited in banks with a high credit rating. The Company's cash surplus investments are diversified among different financial institutions that also have high credit ratings.

As described in Note 4.1, the Company has signed an agreement that commits to give advances to Oxiquim S.A. with which it has signed contracts for the provision of the service of reception, storage and dispatch of LPG at facilities already built at the maritime terminal property of that company. The Company has performed a solvency analysis of Oxiquim S.A., concluding that there are no significant non-collection risks. These advances are offset by the financial lease liability entered into with Oxiquim S.A. because of the beginning of operations in March 2015 of the maritime terminal.

The maximum exposure to credit risk is as follows:

Financial Assets	Note	09.30.2017 Th\$	12.31.2016 Th\$
Cash and cash equivalents	3	12,025,854	18,121,977
Trade receivables and other accounts receivable	7	38,424,630	31,580,348
Other financial assets, non-current	4	1,529,785	1,866,935
Total		51,980,269	51,569,260

Policy on uncollectible debt

Uncollectible provisions are determined according to the Company's policy on uncollectible debt.

This policy sets out the following criteria for provisions:

- Expired documents: provisioning balances more than 90 days due.
- Bounced checks: provisioning the total balance of the debt.
- Invoices and/or sales receipts:
 - o Balances more than 180 days due are provisioned
 - o If there is a debt of more than 180 days and the sum of the debt of more than 90 days is higher than 30% of the total debt, then the total debt is provisioned.
- Special provision:
 - a. A special provision is made, considering partial or total debt, should the Company detect clients are presenting payment inability, even when it has not been classified within the above criteria.
 - b. A special provision is made, considering partial or total debt, should a client refinance a relevant amount of its debt.

7.2 Liquidity Risk

Liquidity risk refers to the possibility that an entity cannot cope with their short-term payment commitments.

Liquidity risk is handled through the proper management of assets and liabilities, optimizing daily cash surplus, investing in top quality financial instruments, thus, ensuring compliance with debt commitments upon maturity.

The Company maintains relationships with major financial institutions in the markets in which it operates. This allows counting on credit lines to deal with particular illiquidity situations.

Periodically, cash flow projections and analysis of the financial situation are performed, to acquire new financing or restructuring of existing debts on terms that are consistent with the Company's business cash flow generation, should the need arise.

Note 14 of the Consolidated Financial Statements presents an analysis of the Company's financial liabilities classified according to their expiration.

7.3 Market risk

It relates to the risk of fluctuation of fair values of financial assets and liabilities due to changes in market prices, and the risks associated with the demand and supply of commercialized products. The Company's exposure to market risks regarding financial assets and liabilities are the exchange rate and indexation unit risk, and interest rate risk. In addition, the Company is exposed to risks related to commercialized products.

Exchange rate and indexation unit risk

This risk arises from the probability of loss due to the exchange rate fluctuations of the currencies in which financial assets and liabilities are denominated with respect to currencies other than the Company's functional currency:

- Purchases of goods and future payment commitments expressed in foreign currency: the Company's fund flows are constituted mainly by transactions in its functional currency and that of its subsidiaries. The Company covers the risk of purchase operations of LPG and imports of goods or commitments of future payments in foreign currency through forwards.

As of September 30, 2017 and December 31, 2016, the balances of accounts in currencies other than the functional currency of the Parent Company and its subsidiaries were as follows:

Originating transaction currency: US dollar

Current and non-current assets	Assets at 09.30.2017	Assets at 12.31.2016
	Th\$	Th\$
Cash and cash equivalent	198,506	676,219
Trade accounts and other accounts receivable, current	1,188,910	2,111,361
Other non-financial assets, non-current	878,808	1,284,295
Current and non-current liabilities	Liabilities at 09.30.2017	Liabilities at 12.31.2016
	Th\$	Th\$
Other financial liabilities, current	121,246	283,354
Trade accounts and other accounts payable, current	19,168,231	8,891,864
Other financial liabilities, non-current	-	175,645
Trade account and other accounts payable, non-current,	198,391	-

- Foreign investments: as of September 30, 2017 the Company holds net foreign investments in Colombian pesos for an amount equivalent to Th\$ 30,887,323 (Th\$ 28,577,749 as of December 31, 2016) and in Peruvian soles for an amount equivalent to Th\$ 42,519,590 (Th\$ 37,275,435 as of December 31, 2016).

Fluctuations of the Colombian peso and the Peruvian sol to the Chilean peso would affect the value of these investments.

In the past, the evolutions of the Colombian peso and the Peruvian sol have been correlated with the Chilean peso. Management has decided not to cover this risk, permanently monitoring the forecasted evolution for the different currencies.

- Debt securities: The Company's indebtedness for this concept corresponds to the placement of Series E bonds in the local market carried out during the month of April 2015 (mnemonic code BLIPI-E), charged to the 30-year bond line registered in the Securities Register under number 801, for the amount of UF 3,500,000, proceeding to cancel most of the Company's bank liabilities in Chile. The placement rate was 3.44% for a face rate of 3.55%. Interest is payable semi-annually and the principal will be amortized in one single installment on February 4, 2040. This liability is denominated in Unidades de Fomento (UF), which is indexed to inflation in Chile and differs from the Company's functional currency (CLP). However, this risk is mitigated since most of the Company's profit margins are correlated to the variation in the UF.

- Financial lease risk: The Company signed a lease agreement with Oxiquim S.A. for a period of 25 years for the use of reception, storage and office facilities to be built by Oxiquim S.A., for UF 1,520,773. The annual interest rate is 3.0%. The nomination currency of this liability is the Unidad de Fomento (UF), which is indexed to inflation in Chile, and differs from the Company's functional currency (CLP). However, this risk is mitigated since most of the Company's profit margins are correlated to the variation in the UF.

- Sensitivity analysis regarding exchange rate variations and adjustment units.

The Company estimates the following effects on results or equity, resulting from variation of the exchange rate and indexation units:

Exchange rate variation (*)	Increase Loss (Gain) Th\$	Decrease Loss (Gain) Th\$	Allocation
CLP/UF +/- 3%	3,358,349	(3,358,349)	Results: Indexation units
CLP/USD +/- 3%	97,439	(97,439)	Results: Exchange rate differences
CLP/USD +/- 3%	(226,622)	226,622	Equity: Reserves for cash flow hedging
CLP/COP +/- 2%	(617,746)	617,746	Equity: Reserves for exchange rate translation differences
CLP/PEN +/- 4%	(1,700,784)	1,700,784	Equity: Reserves for exchange rate translation differences

* Percentages equal the annual average of the evolution of the last two years.

Interest rate risk

It refers to the sensitivity to interest rate fluctuations of the value of financial assets and liabilities.

The purpose of interest rate risk management is to achieve a balance in the financing structure, minimizing the cost of the debt with reduced volatility in the income statement.

As of September 30, 2017, 97% of the Group's financial debt is at fixed rates. As a result, the risk of fluctuations in market interest rates is low regarding cash flows. Regarding the portion in variable rates, Management permanently monitors the outlook in terms of the expected evolution of interest rates.

The breakdown of financial liabilities, separated between fixed and variable interest rates is presented below as of September 30, 2017, and December 31, 2016:

Category	Note	Maturity in less than one year		Maturity in more than one year		Total	
		Fixed interest	Variable interest	Fixed interest	Variable interest	Fixed interest	Variable interest
		Th\$	Th\$	Th\$	Th\$	Th\$	Th\$
Other financial liabilities	14	9,773,457	321,765	114,329,857	3,764,005	124,103,314	4,085,770
Total as of 09.30.2017		10,837,464	9,773,457	321,765	114,329,857	3,764,005	124,103,314

Category	Note	Maturity in less than one year		Maturity in more than one year		Total	
		Variable interest	Fixed interest	Variable interest	Variable interest	Fixed interest	Variable interest
		Th\$	Th\$	Th\$	Th\$	Th\$	Th\$
Other financial liabilities	14	11,767,514	451,531	114,023,885	4,375,209	125,791,399	4,826,740
Total as of 12.31.2016		11,767,514	451,531	114,023,885	4,375,209	125,791,399	4,826,740

Risks related to commercialized products

a) LPG

The Company participates in the distribution of LPG business in Chile, with coverage that extends between the Region of Arica and Parinacota and the Region of Aysén, reaching an annual moving average market share of 37.0% at August 2017, according to data provided by Chile's Superintendence of Electricity and Fuels (*Superintendencia de Electricidad y Combustibles - SEC*).

At the end of 2010, the Company entered the Colombian market through the purchase of assets from Grupo Gas País, currently achieving a presence in 25 of the 32 Colombian departments and reaching an annual moving average market share of 13.9% at August 2017, according to data from Colombia's Single Information System of the Superintendence of Public Services (*Sistema Único de Información de la Superintendencia de Servicios Públicos*.)

Continuing with its internalization process in the LPG industry, in July 2013, the Company acquired 100% of Lima Gas S.A., a Peruvian-based LPG distributing company, which at August 2017 reached an annual moving average market share of 8.8%, according to data provided by Peru's Energy and Mines Investment Regulator - *Osinergmin*.

a.1) Demand

The demand for residential LPG is not significantly affected by economic cycles since it is a basic consumption good in all countries where the Company operates. However, factors such as temperature, precipitation levels and the price of LPG compared with other substitute fuels and energy, could affect it. In some regions, demand has a high seasonality resulting from temperature variations.

Since it participates in a highly competitive market, the sales volume of the Company and its subsidiaries may be impacted by the business strategy of its competitors.

a.2) Supply

One of the risk factors in the business of commercializing LPG is the supply of LPG.

In the case of Chile, the Company has the ability to minimize this risk through a network of multiple suppliers such as Enap Refinerías S.A., Gasmar S.A., and the management performed when importing this fuel from Argentina and Peru, and by sea.

In order to strengthen its strategic position in terms of LPG supply, in 2012, the Company entered into a series of agreements with Oxiquim S.A. to develop the construction of facilities for the reception, storage and dispatch of LPG at the terminal owned by that company located at the Quintero Bay, allowing the Company to have different seaborne supply sources beginning March 2015. To this end, the Company signed a lease agreement and an agreement for the provision of unloading, storage and dispatch services of LPG for a period of 25 years for the use of the facilities built by Oxiquim S.A. and which are available since March 2015.

For the Colombian market, the risk factor of commercializing LPG in terms of supply is minimized through the establishment of purchase quotas, which are agreed upon with Ecopetrol S.A., which ensures the demand of distribution companies through public offerings. In addition to the agreements with Ecopetrol S.A., the Company also has purchase agreements with other local market actors.

For the Peruvian market, LPG supply presents a high concentration in Lima where half of this capacity is located. Since the nation's capital is the area of highest consumption, important supply facilities have been built to provide it with a greater level of reliability. In this sense, agreements have been entered into with Petroperú (which has two supply plants: Callao and Piura) and Pluspetrol. In addition to these agreements, the Company also has purchase agreements with other market players and imports product from Bolivia to supply the south of the country.

a.3) Prices

LPG purchase prices are affected by the variations of international value of fuel prices and exchange rate variation of local currency with respect to the U.S. dollar. The Company does not foresee significant risks of not being able to transfer the variations of LPG costs to the sales price.

The Company maintains LPG inventories. The realization value of these inventories is affected by the variation of international prices of fuels that are the basis for establishing selling prices to customers. Variation in LPG international prices would produce a variation in the same direction and of similar magnitude in the realization price of inventories. Generally, the Company does not cover this risk, since it considers that the variations of international prices are offsetting over time. The Company permanently monitors the evolution and forecasts of international commodity prices. Since the maritime terminal began operating, the Company has decided to cover the risk of variation of the price of inventory realization of stored product at the maritime terminal through swaps related to LPG prices and currency forwards to hedge the effect of exchange rate variations of the U.S. dollar (currency used to express the reference price of inventories).

b) Natural gas

The demand for residential natural gas is not significantly affected by economic cycles since it is a basic consumption good. Regarding the risk of product supply for the operation that the Company owns in the North of Chile, it is covered with long-term agreements with a local supplier.

In Peru, the subsidiary Limagas Natural Perú S.A. has entered into supply agreements with natural gas distributors from several regions to cover the demands.

c) Liquefied natural gas

The Company has agreements for the supply of liquefied natural gas (LNG) to industrial clients, including a "take or pay" clause. Such agreements contain formulas to establish the selling price that, in turn, transfer the agreed variation to the price of the agreements with the supplier of the product. To respond to commitments with customers, the Company entered into an LNG supply agreement with Enap Refinerías S.A., which includes the "take or pay" clause (with the same characteristics as of those signed with customers) offsetting the risk. ENAP S.A. in turn maintains supply agreements with the Quintero Terminal to comply with an Annual Supply Plan entered into by both parties.

7.4 Regulatory Risk

Modifications to D.F.L 323, the Gas Services Law came into effect in February 2017.

The most relevant changes impact the concession network business, the most significant being the establishment of a profitability cap of 3% above the capital cost rate for the supply of gas through concession networks. Capital cost rate may not be lower than 6% with which resulting profitability is 9% for new networks. In the case of networks built during the 15 years preceding the effective date of the amendments to the law and during the 10 years following the effective date of the amended law, a 5% profitability cap on the capital cost is established for a period of 15 years from its entry into operation, resulting in an 11% rate for the first 15 years of operation.

The Company currently has a natural gas operation in the city of Calama and it is developing projects in cities located in the South of Chile. The changes included in the law do not affect the evaluation of the natural gas projects currently being developed, since the Company has included the previously mentioned profitability restrictions within the evaluation parameters. For the city of Calama, annual profitabilities are below the maximum range allowed by the law. In the last annual profitability review published by the CNE for the year 2015, profitability the rate of return was 4%.

The freedom of fixing prices to consumers remains for non-concession networks. In addition, it reaffirms that customers or consumers with residential gas services are entitled to change the distribution company. Given the above, a maximum period of five years is set for the validity of relationship contracts between residential gas customers and distributing companies for new real estate projects or should the transfer to another company involve the replacement and adaptation of existing client facilities due to the amendment of supply specifications, in order to enable the connection to the distribution network. In the other cases, the maximum term of contracts is two years.

Currently the residential bulk business is very competitive between the participants of the gas market. Additionally, LPG distributing companies must compete with other types of energy (natural gas, firewood, diesel, paraffin, electricity, etc.). The possibility that customers change the company that provides LPG supplies already existed before the amendments introduced by law. The service delivered to clients and the security both of supply and facilities, in addition to a competitive price, are relevant to the degree of customer satisfaction. The Company pretends to continue being a competitive energy option for those customers connected to LPG networks.

Other significant changes in laws and regulations in the sectors in which the Company operates may adversely affect its business or the conditions thereof, can increase the Company's operating costs or affect the financial situation of the Company. In addition, change of rules or their interpretation could require incurring costs that could affect financial performance or impact the financial situation of the Company.

7.5 Accident risk

All human activities are exposed to dangers that can lead to accidents and certainly, the fuel distribution industry is no exception. To minimize the likelihood that these hazards will become unwanted situations, prevention and mitigation actions must be developed to reduce its consequences if hazards such as accidents or emergencies should exist.

For this, actions are continuously developed to ensure that all operations are carried out with high safety levels. Among these actions, the following can be mentioned:

- Training of collaborators and contractors regarding safe operations.
- Emergency response procedures with on-site service vehicles.
- Awareness actions on the safe handling of gas among clients and the community in general (firefighters, associations, etc.).
- Maintain OHSAS 18001:2007 Occupational Health and Safety Assessment Series at 13 storage and bottling plants in Chile and at the main offices.

- Implementation of management systems based on the OHSAS standard and safety systems pursuant to the Peruvian law N° 29.783, there are two plants that have this certification.
- Certification of 15 plants in Colombia, under ISO 9001 quality standard for the operation and maintenance of LPG storage tanks and bottling service of LPG cylinders, pursuant to legal requirements.
- Strict compliance of health, safety and environmental standards at all our operations

Complementing the reinforcement actions of the safe handling of fuel, the Company has insurance coverage deemed consistent with the industry's standard practices.

7.6 Reputation and corporate image risk

The Company's business is associated with the management of fossil fuels, particularly LPG, and its commercialization to a wide-ranging customer base. This business is subject to specific regulations in each of the countries where the Company operates. In addition, the Company is subject to several provisions relating to compliance with tax, environmental, labor, antitrust, and corporate regulations, among others. Should damage result from the commercialized products or in the event of observations from inspection bodies in compliance with the provisions that are applicable to the Company, this could lead to a deterioration of the Company's reputation and corporate image.

This risk is mitigated through the appropriate operating processes and compliance with regulations implemented within the Company.

7.7 Risk of litigation, penalties and fines

The Company may be subject to litigation, penalties or fines resulting from its business. These potential impacts are mitigated from their inception, by complying with relevant regulations. Note 27 to the consolidated financial statements describe the principal litigation and sanctioning procedures currently underway involving the Company or its subsidiaries.

The Company's main business in this area is regulated by the Superintendence of Electricity and Fuels (SEC) in Chile, the Regulatory Commission of Energy and Gas (CREG) in Colombia and the Ministry of Energy and Mines and the Energy and Mines Investment Regulator (Osinerghmin) in Peru, which ensure compliance with the laws, decrees, rules, memorandum and resolutions that govern the activity. In addition, different agencies in different countries are responsible for the control of compliance with the provisions related to tax, environmental, labor, antitrust, and corporate regulations, among others.

The Company's has procedures in place, has the knowledge required to act under the protection of current laws and avoid penalties, and fines.

7.8 Risk of changes in regulatory, political, economic and social conditions in the countries of operation.

The Company's financial and operating performance may be negatively affected by regulatory, political, economic and social conditions of the countries where it has operations. In some of these jurisdictions, the Company is exposed to various risks such as potential renegotiation, nullification or forced modification of existing contracts, expropriation, foreign exchange controls, and changes in laws, regulations and political instability. The Company also faces the risk of having to submit to the jurisdiction of a foreign court or arbitration panel or having to enforce a judgment in another country.

Company management permanently monitors the evolution of the regulatory, political, economic and social conditions of the countries where it has operations.

7.9 Acquisition strategy risk.

The Company has grown, in part, through a number of significant acquisitions, including:

- The assets of Gas País in 2010 through which the Company started its growth in operations in Colombia.
- Lima Gas S.A. in 2013 through which the Company entered the Peruvian LPG market.
- Neogas Perú S.A. (currently Limagas Natural Perú S.A.), through which the Company has presence in the natural gas market in Peru, since February 2016.

In the future, the Company will continue to be committed in several evaluations and pursuing other potential acquisitions, which could lead to the acquisition of other LPG and fuel distribution companies seeking to integrate them into our own operations.

Acquisitions involve known and unknown risks that could adversely affect the Company's future net sales and operating results. For example:

- Failing to precisely and appropriately identify companies, products or brands for acquisition;
- Experiencing difficulties in integrating the management, operations, technologies and distribution processes of the acquired companies or products;
- Failing to obtain the necessary regulatory approvals, including those of competition authorities, in the countries where acquisitions are being made;
- Entering new markets with which we are unfamiliar;
- Diverting management's attention from other business concerns;

- Acquiring a company that has known or unknown contingent liabilities that include, among others, patent infringement or product liability claims; and
- Incur in considerable additional indebtedness.

Any future or potential acquisitions, may result in substantial costs, disrupt our operations or materially adversely affect the Company's operating results.

Each acquisition carried out by the Company is analyzed in detail by multi-disciplinary teams with external consultants, if necessary, in order to analyze the consequences and mitigate the risks inherent in any new business acquisition.

7.10 Risk of production, storage and transportation of LPG

Operations carried out at the Company's plants involve safety risks and other operating risks, including the handling, storage and transportation of highly inflammable, explosive and toxic materials.

These risks could result in personal injury and death, severe damage to or destruction of property and equipment and environmental damage. Although the Company is very careful about the safety of its operations, a sufficiently large accident at one of our packaging or storage plants or at facilities located at clients locations or at vehicular gas service stations or during transportation or delivery of products being sold, could force to temporarily suspend operations at the location and result in significant remediation costs, loss of income or generate contingent liabilities, and adversely affect the Company's corporate image and reputation and that of its subsidiaries. In addition, insurance proceeds may not be available on a timely basis and may be insufficient to cover all losses. Equipment breakdowns, natural disasters and delays in obtaining imports of required replacement parts or equipment can also affect our distribution operations and consequently our operating results.

7.11 Risk that our insurance coverage may be insufficient to cover losses that might be incurred.

The operation of any specialized distribution company specialized in logistic LPG operations and fuel distribution involves substantial risks of property damage and personal injury and may result in material costs and liabilities.

The Company permanently analyzes the risks that may be covered by insurance policies, both in the amount of possible losses for the Company as in the characteristics of the risks which is why current insurance levels are adequate. Nevertheless, the occurrence of losses or other liabilities that are not covered by insurance or that exceed the limits of our insurance coverage could result in significant unexpected additional costs.

7.12 Risk of change in regulations resulting from the mitigation of climate change

Due to concern over the risks generated by climate change, several countries have adopted, or are considering the adoption of, regulatory frameworks to, among other measures in order to reduce greenhouse gas emissions. These could include adoption of cap and trade regimes, carbon taxes, increased efficiency standards, and incentives or mandates to develop the generation of renewable energy. These requirements could reduce demand for fossil fuels, replacing them with energy sources of relatively lower-carbon sources. In addition, many governments may provide tax advantages and other subsidies and mandates to make alternative energy sources more competitive against oil and gas. Governments may also promote research into new technologies to reduce the cost and increase the scalability of alternative energy sources, all of which could lead to a decrease in demand for our products. In addition, current and pending greenhouse gas regulations may substantially increase our compliance costs and, consequently, increase the price of the products that the Company distributes.

The Company permanently monitors the evolution of legislation on climate change.